

AMERICAN NURSEYMAN

The National Journal Of Commercial Horticulture
Chief Exponent Of The American Nursery Trade



Circulating Throughout the United States, Canada and Abroad, Featuring Commercial Horticulture in all its Phases of Nursery Stock, Orchard, Landscape Planting, Distribution. Published Monthly by the American Fruits Publishing Company, Inc.



Vol. XXXII

ROCHESTER, N. Y., OCTOBER, 1920

No. 4

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1854

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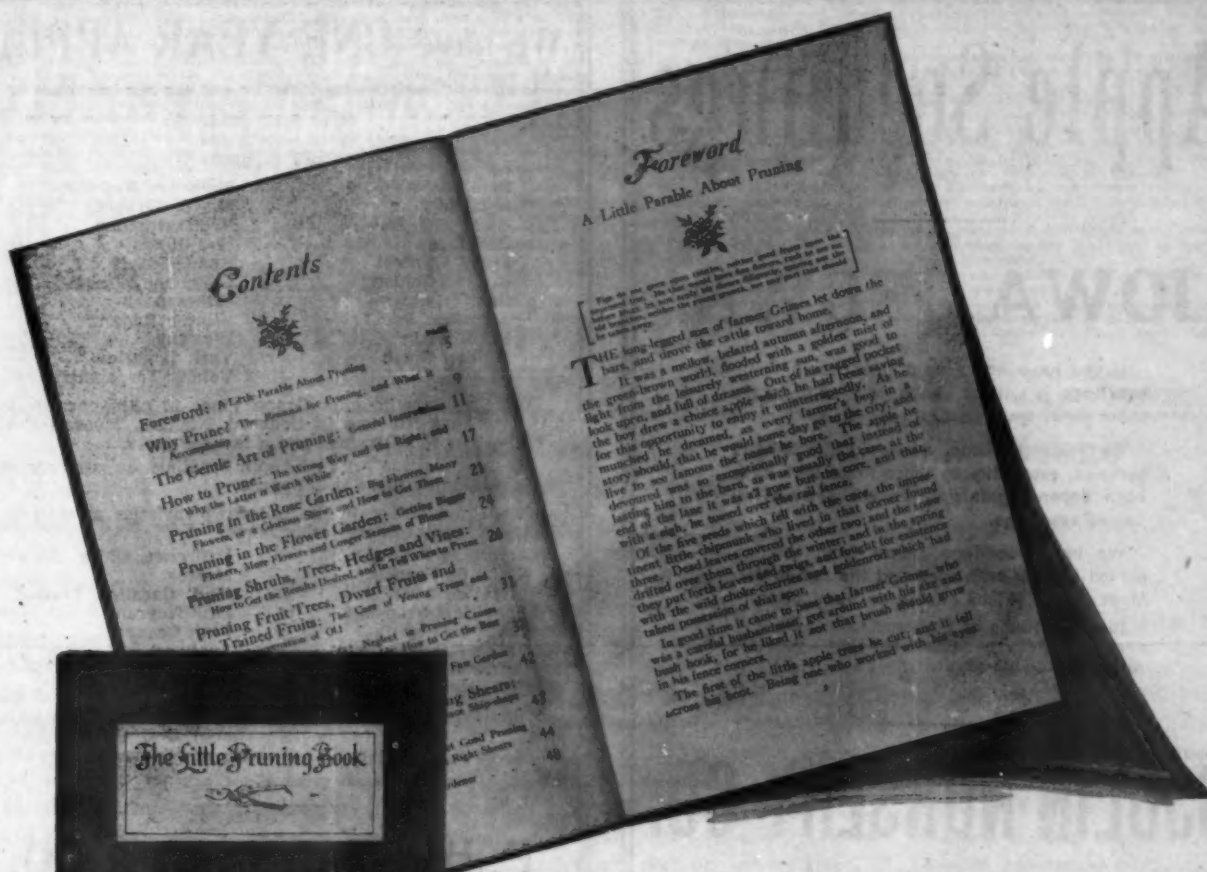
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Winesap
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Yellow Transparent

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AMERICAN NURSERYMAN--October, 1920

EDITORIAL DEPARTMENT—Communications on any subject connected with Commercial Horticulture, Nurseries or Arboriculture are cordially invited by the Editor; also articles on these subjects and papers prepared for conventions of Nursery or Horticultural associations. We also shall be pleased to reproduce photographs relating to these topics, Orchard Scenes, Cold Storage Houses, Office Buildings, Fields of Stock, Specimen Trees and Plants, Portraits of Individuals, etc. All photographs will be returned promptly.

ADVERTISING—Advertising forms close on the 27th of each month. If proofs are wanted, copy should be on hand one week earlier. Advertising rate is \$2.50 per column-width inch.

"AMERICAN NURSERYMAN" is distinctive in that it reaches an exceptional list and covers the field of the business man engaged in Commercial Horticulture—the earlot operator. Here is concentrated class circulation of high character—the Trade Journal of Commercial Horticulture, quality rather than quantity.

"AMERICAN NURSERYMAN" will not accept advertisements that do not represent reliable concerns.

SUBSCRIPTIONS—"AMERICAN NURSERYMAN" will be sent to any address in the United States for \$2.00 a year; to Canada or abroad for \$2.50 a year. Add ten cents unless bank draft, postal or express money order is used. Three years \$5.00, in U. S.

RALPH T. OLCOTT
Editor Manager

AMERICAN FRUITS PUBLISHING COMPANY, INC.

39 State Street,
Rochester, N. Y.

WHAT THIS MAGAZINE STANDS FOR—Clean chronicling of commercial news of the Planting Field and Nursery. An honest, fearless policy in harmony with the growing ethics of modern business methods.

Co-operation rather than competition and the encouragement of all that makes for the welfare of the trade and of each of its units.

Wholesome, clean-cut, ring true independence.
INDEPENDENT AND FEARLESS—"AMERICAN NURSERYMAN" is not the official journal of any organization. It therefore makes no distinction in favor of any. It is untrammelled in its absolutely independent position and is the only Nursery Trade publication which is not owned by nurserymen.

This Magazine has no connection whatever with a particular enterprise. Absolutely unbiased and independent in all its dealings.

Though it happens that its place of publication is in the eastern section of the country, it is thoroughly National in its character and international in its circulation.

Its news and advertising columns bristle with announcements from every news corner of the Continent.

It represents the results of American industry in one of the greatest callings—Commercial Horticulture in all its phases of Nursery Stock, Orchard and Landscape Planting and Distribution.

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STOCK

NOW IS THE TIME

to make sure you have everything you need to take care of your Fall deliveries and to protect yourself on staples and specials for Spring sales.

It is not possible to carry a full stock of everything through an entire season. Assortments become broken but right now they are very good with us. However, sales are heavy.

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field grown

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Berberis Thunbergii

Bush Hydrangeas

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October 1, 1920.

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Pear
Plum

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Etc.

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Multiflora
Seedlings

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Laxa, Etc.

Our Catalogue quoting the lowest prices for these stocks will be sent on demand

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Completely Covering The Nursery Trade

A Real Trade Journal Read From Coast
To Coast and Highly Indorsed by
Leaders Everywhere Is

The American Nurseryman
Rochester, N. Y.



USINESS announcements in this Chief Exponent of the American Nursery Trade reach every nurseryman cultivating ten acres or more in every State in the Union. The only publication of the kind. Loyal to the best interests of the trade and leader in movements which have characterized trade progress for a quarter of a century! Absolutely independent.

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A TRADE JOURNAL THAT IS READ
SPECIAL FEATURES IN EVERY ISSUE

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— 1920 CROP —

CALIFORNIA GROWN SEED.
SELECTED FROM THE BEST ORCHARDS.
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SACKED READY FOR SHIPMENT.
WE WILL QUOTE F. O. B. KANSAS CITY, MO.
Write us at once for prices, either for large or small quantities.

CALIFORNIA NURSERY COMPANY

NILES, Alameda County, CALIFORNIA



American Nurseryman

The National Journal Of Commercial Horticulture

Entered September 1, 1916, at Rochester, N. Y. Post Office as second-class mail matter

Vol XXXII

ROCHESTER N. Y., OCTOBER, 1920

No. 4

New York State Nurserymen In Summer Session

The summer meeting of the New York State Nurserymen's Association was held September 2nd at the club house of the Geneva Rod and Gun Club, on Seneca Lake, four miles from Geneva. It was an especially enjoyable and interesting occasion. The spot is one of the loveliest of the many along the shores of the picturesque finger lakes in Central New York. It is within easy automobile driving distance of Rochester, Newark and Geneva, which accounted for an attendance of 58. After a reception on the broad verandas and spacious grounds, President Charles H. Perkins 2nd, called the meeting to order in the assembly room of the club house, and, with the assistance of Secretary Charles J. Maloy, put over a program worthy of a more formal annual winter convention. Among those who answered to roll call were President Lloyd C. Stark and Executive Secretary John Watson, of the American Association of Nurserymen.

The formal program included these addresses:

"Present Status of the Corn Borer," Dr. George G. Atwood, Department of Agriculture, Albany, N. Y.

"Transportation," F. E. Erdmann, commercial agent, Lehigh Valley R. R. Co., Geneva, N. Y.

"Uniform Prices and Trade Practices," Charles O. Warner, of Rice Brothers Company, Geneva, N. Y.

"Current Trade Topics," John Watson, Executive Secretary American Association of Nurserymen, Princeton, N. J.

"The Work Before the A. A. N., Major Lloyd C. Stark, president American Association of Nurserymen, Louisiana, Mo.

There were also instructive remarks by Mr. Gould, of the Gould Corporation, Newark, N. Y.; Mr. Brown, of the Cottage Gardens Nurseries, Queens, N. Y.; William Pitkin, president of Chase Brothers Co., Rochester, N. Y.; Mr. Campbell, of Rochester; George C. Perkins, president of Jackson & Perkins Co., Newark, N. Y.; Ed. Greening, Monroe, Mich., and others.

The importance of nursery training for young men was emphasized by President C. H. Perkins and by George C. Perkins, the latter remarking that it is not now so much a question of the price of labor which gives the Holland Nurserymen their advantage in the production of Nursery Stock as it is the fact that they have workers trained for the work. A resolution urged by President C. H. Perkins, that a committee be appointed to confer with Dean Mann of Cornell College of Agriculture, on the subject, was adopted.

R. T. Brown, of Queens, supported in every particular the contention of the American Nurseryman that practically all the Nursery stock heretofore and now imported can be produced eventually in America. He said that conditions are such that even if importations were permitted the price of European

stock would be so high as to demand production on this side.

"I hope some of you young men will prepare yourselves for propagating Nursery Stock," said Mr. Brown, "There is a great opportunity for you in this line."

Mr. Brown was introduced as the man who is doing more than anyone else, perhaps, to fill the gap caused by the operation of Quarantine 37. He referred to the marked changes since the time when Nurserymen in the room were growing apple at \$15, \$20 and \$25 per 100, and questioned whether they were making a great deal more now than in those days, though he wondered then how they ever did it. He congratulated organizations in the trade for paying much attention to the ethics of the business.

"Let us deliver only first-class quality of Nursery stock to the people," he said. "The attendance here shows you are alive to your opportunities."

Regarding the filling of the gap in lieu of importations, Mr. Brown said: "I believe it is quite possible for us in this country to produce, with very few exceptions, what we have been importing from foreign countries; and with the changed conditions resulting from the war we can produce as cheaply as they can in Europe. That statement was made two weeks ago on the floor of the convention of the American Florists."

A fish and chicken dinner with some surprises in the way of trimmings was served at the conclusion of the meeting, on the veranda facing the lake. Stimulated by the Seneca Lake breezes and other things, Fred Burke furnished music and oratory and otherwise amused all present. A few of the Nurserymen after dinner were struggling unsuccessfully with an indoor baseball outdoors when Tom Welch went to their aid and showed them the Babe Ruth act. John P. Rice was the efficient chairman of the committee on arrangements and with Mayor George Stubbs of Geneva lent dignity to the occasion. Altogether it was a happy blending of business and pleasure for the success of which great credit is due to the tireless efforts of President C. H. Perkins.

Uniform Prices: Trade Practices

Charles O. Warner, Geneva, N. Y., Before N. Y. Nurserymen's Association

In discussing the subject, I intend to confine my remarks principally to uniform prices as quoted by retailers selling through salesmen this being the line I am most familiar with but would say in regard to the prices being quoted by the catalogue man that if he is selling his goods at a profit and is giving the purchaser the kind, and quality of stock he is paying for I hardly believe it is up to me to criticize. We do not all think alike and he surely believes that his method is better than the one we follow as if he did not so believe he would undoubtedly change and follow ours; but if he is making money at his plan of selling direct through his catalogue, even though he may

quote lower prices. I do not think we have any argument to offer as to why he should change his method.

We who sell through salesmen feel that, while there may be a difference in price, there are also sufficient advantages given the purchaser who buys through our local representative to more than the difference.

In regard to the so-called exclusive wholesale firms which undermine those in the trade by quoting direct to the planter at oftentimes even lower prices than they give in the trade, I believe we have the means of correcting this if we wish, one of the quickest methods being to send out the information to every retailer in the country; and if each one withdrew his business and gave the reason for doing so the practice would soon cease; or, if the firm should be a member of the American Association of Nurserymen it could be reported to the proper committee for action.

I am confident, however, that the majority at least of the reliable wholesale firms are not following this practice and those that have done this in the past are realizing the injustice of the practice and have discontinued it.

There is no question that a uniform price would be of benefit both to the man who plants the stock as well as to the man who grows it for his own selling organization or sells it to others.

If prices were uniform the planter would pay more attention to the responsibility of the firm he deals with as with prices being equal he would purchase only of a firm he knew, either by personal experience or investigation, would supply him with the stock desired; whereas, with a wide discrepancy in price, he is apt to look at the dollar mark and oftentimes buy at the lower price with the result in some cases that having bought from an irresponsible firm he has an inferior product.

Admitting that a uniform price is advisable, we must face conditions as they exist today; and right now it is a "seller's market" as far as fruit trees are concerned. The grower of fruit trees can ask and get almost any price within reason from the retailer, and the retailer can in turn secure a price from the planter that will show him the profit he is entitled to; but we must also realize that this year there is a wide difference in the price retailers have to pay for the stock they are offering to the planter.

There are a large number of growers who have sales organizations and they can supply stock to their own organizations at a lower price than the same stock could be purchased for in the open market.

In other cases retailers, with no growing end, have stock being grown for them under contract and also at a lower price in a good many cases than present wholesale prices.

If we are to endeavor to establish a uniform retail selling price, upon what basis shall we work? Should the firms which has either grown its own stock or bought

(Continued on page 90)

Official Summary of Pines and Ribes Laws

Editor American Nurseryman:

This office has recently received letters from nurserymen in various states, requesting that our interpretation of the state and national quarantine laws regulating the shipment of five-leaved pines and Ribes (currants and gooseberries), host plants of the white pine blister rust, be sent to them. Realizing fully the number of quarantine laws with which the nurserymen must now be familiar, we welcome the opportunity to aid them in reaching a clear understanding of these laws.

Since it is probable that other nurserymen are meeting with difficulty in correctly interpreting the laws, it is thought that such information as we have sent to a few, would be of help to all. With this in mind I am submitting to you a tabular summary of all the laws and their amendments pertaining to shipment of five-leaved pines and Ribes in the United States. If you think this information would be of interest or help to the nurserymen, I would be very glad to have you publish it in an early number of your magazine.

ROY G. PIERCE,
Forest Pathologist.

Alphabetical List By States Giving Numbers For Cross-Reference To State and National Regulations, Concerning the Shipment of Five-Leaved Pines and Ribes (Currants and Gooseberries).

(Note of Explanation: If you are buying white pines or Ribes from outside your own state, look up the state in which you are located; if you are selling, look up the state to which you desire to ship.)

State	White Pine	Ribes	State	White Pine	Ribes
Alabama	2	16	Nebraska	1	15
Arizona	1	15	Nevada	1	15
Arkansas	2	16	*New Hampshire	3	17
California	1	15	New Jersey	9	16
Colorado	1	15	New Mexico	1	15
Connecticut	4	16	*New York	8	19
Delaware	7	21	North Carolina	7	24
District of Columbia	2	16	North Dakota	1	15
Florida	2	16	Ohio	2	16
Georgia	3	17	Oklahoma	1	15
Idaho	1	15	Oregon	1	15
Illinois	11	26	Pennsylvania	3	20
Indiana	2	16	*Rhode Island	4	20
Iowa	2	16	South Carolina	3	17
Kansas	1	15	South Dakota	1	15
Kentucky	2	16	Tennessee	14	27
Louisiana	2	16	Texas	1	15
*Maine	6	18	Utah	1	15
Maryland	10	22	Vermont	3	16
Massachusetts	4	18	Virginia	2	16
Michigan	5	23	Washington	1	15
Minnesota	13	25	West Virginia	3	17
Mississippi	2	16	Wisconsin	12	16
Missouri	2	16	Wyoming	1	15
Montana	1	15			

The State and National laws from which this data was compiled were those in force April 14, 1920, according to the information on hand in this office that date. While the authors do not hold themselves responsible for correctness, yet the digest of regulations has been submitted to the state authorities and in all cases has it been approved by them.

*States which are starred have regulations regarding the planting of five-leaved pines or Ribes. Purchasers in these states who contemplate planting these species should acquaint themselves with the state regulations.

State and National Regulations Relative To the Shipment of Five-Leaved Pines on Account of the White Pine Blister Rust.

1. Orders received for five-leaved pine stock from any state west of the western boundary of Minnesota, Iowa, Missouri, and Louisiana may be filled by any nursery in any state west of the above-mentioned boundary, but by no nursery in any state east of this boundary.

2. Orders received from Alabama, Arkansas, District of Columbia, Florida, Indiana, Iowa, Kentucky, Louisiana, Mississippi, Missouri, Ohio, and Virginia, may be filled by any nursery in any state except the New England States and New York.

3. Orders received from Georgia, New Hampshire, Pennsylvania, South Carolina,

Vermont, and West Virginia, may not be filled by any nursery outside of each respective state.

4. Orders received from Connecticut, Massachusetts, and Rhode Island may be filled by any nursery in any state.

5. Orders received from Michigan may be filled by any nursery outside of the New England States, New York, Minnesota, and Wisconsin, but only under special permit from the State Nursery Inspector at East Lansing.

6. Orders received from Maine may be filled by any nursery in any state, but only under special permit from the Maine Forest Commissioner at Augusta.

Orders received from Delaware or North Carolina may be filled by any nursery in any state except the New England States, New York, New Jersey, Ohio, Pennsylvania, Michigan, Wisconsin, and Minnesota.

8. Orders received from New York may be filled by any nursery in any state except the New England States, New Jersey, Pennsylvania, Ohio, Indiana, Illinois, Minnesota, and Wisconsin.

9. Orders received from New Jersey may be filled by any nursery in any state except the New England States, New York, Pennsylvania, Michigan, Wisconsin and Minnesota.

10. Orders received from Maryland may be filled by any nursery in any state except the New England States, New York, New Jersey, Pennsylvania, Illinois, Michigan, Wisconsin, and Minnesota.

11. Orders received from Illinois may be filled by any nursery in any state except the New England States, New York, Pennsylvania, New Jersey, Ohio, Minnesota, Wisconsin, and Michigan.

12. Orders received from Wisconsin may be filled by any nursery in any state except the New England States, New York, and Minnesota.

13. Orders received from Minnesota may be filled by any nursery in any state except the New England States, New York, New Jersey, Pennsylvania, Ohio, Wisconsin, and Michigan.

14. Orders received from Tennessee may be filled by any nursery west of the western line of Minnesota, Iowa, Missouri, Arkansas, and Louisiana.

States and National Regulations Regarding the Shipment Ribes (Currants and Gooseberries) on Account of the White Pine Blister Rust.

15. Orders received for Ribes from any state west of the western boundary of Minnesota, Iowa, Missouri, and Louisiana, may be filled by any nursery in any state west of the above mentioned boundary, but by no nursery in any state east of this boundary.

16. Orders from Alabama, Arkansas, District of Columbia, Florida, Indiana, Iowa, Kentucky, Louisiana, Mississippi, Missouri, New Jersey, Ohio, Virginia, and Wisconsin

for Ribes may be filled by any nursery in any state except Ribes nigrum, which may not be shipped into these states from New York and the New England States. Orders from Connecticut and Vermont for all Ribes may be filled by any nursery in any state.

17. Orders from Georgia, New Hampshire, South Carolina, and West Virginia for Ribes may be filled by any nursery outside of each respective state.

18. Orders from Maine and Massachusetts for Ribes may be filled only under special permit from the Maine State Forest Commissioner and the Massachusetts Commissioner of Agriculture, respectively.

19. Orders from New York for all Ribes may be filled by any nursery in any state with this exception: Ribes nigrum may not be shipped into New York from the New England States.

20. Orders from Pennsylvania for all Ribes except Ribes nigrum, and orders from Rhode Island for all Ribes may be filled by any nursery in the country. In Rhode Island, the planting of Black and flowering currants is not permitted.

21. Orders from Delaware for all Ribes may be filled by any nursery in any state except the New England States, New York, New Jersey, Pennsylvania, Ohio, Michigan, Wisconsin, and Minnesota.

22. Orders from Maryland for all Ribes may be filled by any nursery in any state except the New England States, New York, New Jersey, Pennsylvania, Michigan, Wisconsin, Minnesota, and Illinois.

23. Orders from Michigan for all Ribes may be filled by any nursery in any state, except New England, New York, Wisconsin, and Minnesota, subject to permit from the Michigan State Nursery Inspector, except Ribes nigrum, which is prohibited entrance from the New England States and New York.

24. Orders from North Carolina for all Ribes may be filled by any nursery in any state except the New England States, New York, New Jersey, Pennsylvania, Ohio, Michigan, Wisconsin, and Minnesota.

25. Orders from Minnesota for Ribes may be filled by any nursery in any state provided the stock has been stripped of all leaves, except in the case of Ribes nigrum, which is prohibited entrance.

26. Orders from Illinois for all Ribes may be filled by any nursery in any state outside of the New England States, except that Ribes nigrum is prohibited entrance from New York, Pennsylvania, New Jersey, Ohio, Minnesota, Wisconsin, and Michigan.

27. Orders from Tennessee for Ribes may be filled by any nursery west of the western line of Minnesota, Iowa, Missouri, Arkansas, and Louisiana.

ROY G. PIERCE,
Forest Pathologist.

WILLIAM E. PICKLER,
Asst. in White Pine
Blister Rust Eradication.

NEW YORK CITY WANTS BIG NURSERY TREES.

"New York City is far behind Paris in the matter of providing trees for the adornment of the city," said J. S. Kaplan, city forester for the Boroughs of Manhattan and Richmond. "Paris excels us not only in the matter of expenditure of money for trees but also in its measures for providing the trees."

"Paris has a municipal nursery, in which trees are grown for the city. When a tree of a certain size is needed the authorities of the French city are able to get it from the nursery, while here we frequently have to put in a tree or two, three or four inch diameter where a larger one would be far more desirable to maintain the uniformity of a row. That is, of course, where a row of trees is the feature of the landscape."

"For example, take the row of elms along the easterly side of Fifth avenue, from Fifty-ninth street to 110th street. When we lost some of the large elms we could not get others of equal size to take their places. We had to put in smaller specimens."

There are in this country no great, ancient landed estates like those of Europe, where the big trees are grown and cared for. We have the estates, of course, but the average millionaire owner here will not wait twenty-

five years for the large trees to grow. Prior to a few years ago we had no tree nurseries which went in for the large trees, and no equipment for handling them had been invented, even if we had had them.

Now there are several nurseries growing the big trees, and are taking care of them in such a way that they can be transplanted. They are carefully grown in the nurseries, and are root-pruned properly. A ball of earth is left adhering to the roots when they are taken up in such a way as to cause the minimum disturbance to the trees when transplanted.

Various kinds of trees, indigenous and foreign, are grown in this country now, and are cared for in this way. The larger ones cost from \$100 to \$500 apiece, Mr. Kaplan said.

"But there are still few nurseries from which we can procure large trees in quantities. When we needed them for use on the Mall in Central Park we got eighty from the nursery. They are now flourishing, despite bad subsoil conditions and the thinness of the soil in the park. We are now preparing to go ahead with the work of tile draining and subsoil blasting there in October, when the leaves fall."

Obituary

Gerald L. Holsinger

Gerald L. Holsinger, 50 years old, president of Holsinger Brothers' Nursery, south of Rosedale, died last month while at a birth party at the home of M. E. Chandler, owner of the Elmhurst Nursery three miles west of the Holsinger home. Mr. Holsinger had gone to the party with his wife and had just been seated at the dinner table when he placed his hands over his heart and lurch forward. He died within a few minutes. Heart disease was said to be the cause of death. The party was to celebrate Mr. Chandler's 50th birthday.

Wallace Holsinger, the only child of the Holsingers and a student at the Kansas State agricultural college, was also present. Dr. G. I. Blanford of Rosedale, one of the guests, attended Mr. Holsinger but could not revive him. There were twenty-five guests, among them Mr. Holsinger's brother, George Holsinger, and a sister, Mrs. L. E. Wilson. All present were old friends of the Holsingers.

Mr. Holsinger was a graduate of the United States naval academy, Annapolis, Md., and a veteran of both Spanish-American and World wars. He was born in Rosedale, July 6, 1870. Except the time spent at school and in service in the two wars, he had lived in Rosedale since his birth. His father was the late Maj. Frank Holsinger, veteran of the Civil War, who also died suddenly. Mr. Holsinger's mother, Mrs. Fannie Holsinger, lives in Rosedale.

Beside the brother and sister surviving are another brother, Clarence Holsinger, Ames, Ia., and two other sisters, Miss Edna Holsinger, a teacher in the Rosedale high school, and Mrs. George E. Wilson, also of Rosedale.

Mr. Holsinger in 1886 was graduated from Palmer academy, an institution on the Kansas Side discontinued several years ago. He received an appointment to the United States naval academy and in 1893 graduated from that institution. Shortly after graduation there, however, he resigned from the navy and returned to Rosedale, where he engaged in the nursery business with his brothers. Then came the Spanish-American war for the term of which he offered his services. He was assigned to duty as navigation officer on the Vulcan.

He returned to Rosedale and his business at the end of the war. When the United States entered the World War, he offered his services again, and was assigned to duty in charge of construction at the Great Lakes Naval Training Station. He made two trips to France before hostilities were concluded. He was discharged from the service in 1919, and returned to Rosedale. He was a member of Rosedale Chapter, Royal Arch Masons, a member of Ivanhoe Commandery, Knights Templar, and of Abdallah Shrine.

In Memoriam

Gilbert Onderdonk, of Nursery, Victoria County, Texas, closed his honest blue eyes in peaceful sleep on July 28, 1920 at the age of ninety-one years.

He was born at Sharon, New York state, September 30, 1829.

Falling health made him seek a warm climate, so in 1851 at the age of twenty-two he came by boat down the Ohio and Mississippi Rivers to New Orleans and by vessel from there to what was later Indianola down the bay from Port Lavaca of these days.

He married Martha Jane Benham, of Hopkinsville, Kentucky, in 1855. His children are of the same sterling type as their parents, one or more of them having been an efficient missionary in Mexico.

He hired a pony at Indianola and rode twenty miles inland to a family to whom he had a letter of introduction.

Herds of deer were everywhere, the first he had ever seen. He saw six hundred at one view. On his arrival he learned that the Carancahan Indians were getting dangerous.

The history of the Onderdonk family is interesting and inspiring. They come of the finest old families of the Hollanders who were the first pick of the old country.

He was born with a wonderful interest in fruit trees and everything else horticultural and when only twelve years old won the prize at the New York State Fair by exhibiting twelve varieties of potatoes of his own origin. Had he but settled in the

friendly climate of California and have added to his refined wisdom a knowledge of the art of advising himself, his achievements and his goods, the world would have said he was a "wizard."

But if he had been in a climate so favorable, he might not have seen the vision of peaches classified.

The remembrance of his dainty modesty is a rare legacy.

The writer went all the way to visit him several years ago, and spent the night in his home and if possible left with a still higher estimate of him and his character.

He tested many varieties of fruits of promise and leaves the best of them to make glad the thousands who live far to the south of the best peach range.

When the Hon. David Fairchild, the head of the Department of Foreign Plant Introduction, met Mr. Onderdonk (who could speak Spanish) he at once recognized his superior judgment and ability and sent him to Mexico on two exploring trips and he brought back stock of some good medium-sized peaches of the old primitive Spanish strain, besides other fruits and plants. He won the confidence of some cultured Mexicans as no other man could have done.

Mr. Fairchild in an interview by the Houston Post said Mr. Onderdonk had a "marvelous fund of horticultural information."

Over a hundred years before our Declara-



GILBERT ONDERDONK

tion of Independence was written there were Onderdonks on Long Island and they were prominent. The sixth generation of fathers back of our subject was Andries Onderdonk whose name appears in the list of Communicants of the Old Dutch Church at Flatbush from 1677 to 1685. He married there and bought land in 1672.

His forefathers have earned and received every honor that can come to typical American citizens. As soldiers they helped win the Revolutionary War, and the War of 1812. Chief Justices, some have been. Some were officers in the army. Many have been ministers and bishops, first of the old Dutch Church and later, some of the Presbyterian, and some of the Methodist. They contributed liberally in building church houses and in supporting their pastors for a century before Washington was born.

The names of those who became husbands of their daughters are conspicuous and honorable in the annals of American history. They include such names as Vanderbilt, Buchanan, Treadwell, Cornell, Abbott, Adams, Ames, Bancroft, Bixby, Cleveland, Conklin, De Pew, De Witt, Downing, Gould, Henry, Kesler, Kerr, Lee, Morse, Newton, Poplinoe, Pulman, Talmage, Travis, Van Rensselaer, and Washington.

Six generations of long-lived, honorable families are known to have lived on or near Long Island when Gilbert Onderdonk was born.

His heart was not mercenary—he gloried in achievement and his good, trustful nature enabled unscrupulous tree salesmen almost to break him up financially in times, of the years of long ago when he had a Nursery for the like of which his competitors longed. He was happier without the money than the

rascally embezzlers were with it. No other Nursery ever showed a superior mind behind it.

In the early eighties he wrote and published in connection with his catalog a classification of peaches, the very greatest achievement and the strongest evidence of a great mind that has been or can be brought to light in the line of horticulture in this or any other generation.

Before his day some tried to place peaches into groups of clings and freestones, others into yellow and white and Indian peaches. He grouped them into Persian, Spanish, North China, and South China strains and the crosses between them. An amateur could read his book and go out and see at a glance the prominent fruit buds at every leaf node on the long twigs of the South China strain, such as Honey and Pallas. And the Persian and North China trees, especially toward the South of the peach range, often had few but blind buds on any of the twigs.

There are white peaches and yellow, cling peaches and freestones in each of these classes and in these later years the lighter and various colors of the chlorophyll in the leaves of some of the new varieties of Indians show that they too blend with each of the four strains.

Of all the works on horticulture that are out of print, there is not another so prized by those who have read it as "Onderdonk's Classification of the Peach."

Since its day, when one sees a little seedling peach tree, he can at once quite accurately name the range of latitude where it will have the best health and produce the most crops. Before the days of this book the seedling had to be tested in many and widely separated places.

Who but Onderdonk ever thought of any other way of finding its secret.

But the greatest thing about Father Onderdonk, I cannot find words to express in a way that satisfies me, goodness, honor, truth, forgiveness—but I need a different word. No one could talk to him for an hour and not be a better man for a lifetime.

Falling strength and unending droughts made him put his Nursery under the management of others some years ago, but we who knew him best still called him the father—the dean—the Premier of all good Nurserymen.

The pattern he showed those of us who still tread these earthly paths and the sunshine of his influence that he unconsciously spread over those who loved to hear him talk, and loved to read his letters, goes on and through others is bestowing the joy and reward of honest dealings on many who may scarcely have heard of him.

His was, for many years, the last Nursery toward the extreme Southwest. Others were not near enough to recommend varieties to him; he had to test many and select the best. Perhaps half the varieties named in his catalog were of his own origin and naming. Wm. Watson of Brenham, John Watson's father, and my father were his Nursery neighbors and they did swap experiences with him in the seventies and eighties.

In peaches of his introduction Carpenter, Cabler's Indian, Early China, Onderdonk and Rupley may be the best known. He found the Golden Beauty Plum wild up toward El Paso and it is now standard in many Nurseries.

He brought in the three colors of Flowering Willows (*Chilopsis linearis*) from the Pecos and Devils Rivers, or beyond, and the grounds of thousands of homes have been made more beautiful by this desert-loving, drought-resisting flowering shrub or small tree which blooms best in the hottest, driest weather. I would plant a white one at his grave; not that he will be forgotten; but because we loved him and the admirable traits he possessed.

By appointment of the State Horticultural Society which he helped to build up years ago, these brief facts are offered; a copy for the Society's archives and a copy for his family.

F. T. RAMSEY,

For the Committee on Resolutions, August 1920.

Spooner & Sons, Hounslow, England, on August 9th celebrated their 100th anniversary as Nurserymen.

Say you saw it in AMERICAN NURSERYMAN

Another Report of the Chicago Convention

Our readers have had our version of the 1920 convention of the American Association of Nurserymen. Some of them have been kind in saying it was interesting. We are sure they will find interesting, too, the report by P. S. Lovejoy of the editorial staff of the Country Gentleman, whom the Nurserymen were pleased to welcome to the convention and who was present at all the sessions.

In the course of his report Mr. Lovejoy says:

Once a year a lot of nurserymen get together in a convention. For many years the conventions of the American Association of Nurserymen were little more than trade joy-rides and a chance to do some wholesaling business. Resolutions condemning nursery legislation and price cutting were always in order, of course. Now and then somebody would say something about bettering the ethics of the industry. It was considered the polite and proper thing to mention this subject.

A few years ago a new temper began to develop at the annual nurseryman conventions. Condemnation of conditions and practices passed the hinting stage and finally reached the platform. The new spirit grew fast.

The 1918 convention wrote a new article into the association's constitution providing that any member found guilty of "any character of dealing not in accord with established business ethics" should be named on the floor and voted out of the association. A good many members admitted that the new rule was needed, but few seem to have thought it was likely to be enforced. A vigilance committee was appointed to look after the rule, but at first it kept its blinds well adjusted.

The 1919 convention had a president who was evidently tired of pussyfooting along. In his opening address he pretty much knocked the cover off the ball.

"If we will drive out of our councils men of questionable character and policy we will find less occasion to defend our policies before the law-making bodies," he said. "The reason we have to fight such legislation is because of the fraudulent practices of a large element of the dealers in our products. Because we have countenanced this thing no distinctions are drawn between nurserymen. Let us clean house from cellar to attic."

A new vigilance committee was appointed and with plain intimations that it was expected to get busy. That committee was due to report at the convention of June, 1920. As the convention opened nobody seemed to know what the character of that report would be and few seemed much interested.

The members were decidedly interested, however, in another matter. A year before they had authorized their officers to begin a campaign calculated to increase the volume and quality of business. "Market development" they called it. This work had been started. During last spring a new trade-mark had been suggested. The new trade-mark had been published widely with an explanatory statement. "Trustworthy Trees and Plants," announced the trade-mark. "Members of the association entitled to use this trade-mark are prepared to insure you a square deal," promised the explanation. The 1920 convention of the association would hear and act on the report of the vigilance committee and would pass upon the permanent adoption of the trade-mark and all it stood for.

The situation came to this: After long hesitation the association had authorized its officers to commit the association to a new and modern code of business ethics and all-round square dealing between members and the public. This the officers had done. Whether all this really had the backing of the majority of the members or whether it was mostly bluff, would be indicated by the report of the vigilance committee and by the action of the convention in backing up or repudiating the work of the market-development committee and the trade-mark. If the vigilance committee brought in a whitewashing report, or if the convention failed to approve the trade-mark or its equivalent or refused to vote adequate funds for the

market-development campaign, it would be fair evidence that the nursery industry had no real intention of cleaning its own house. And vice versa, of course.

There had been a strong current in the direction of a clean-up, or things could not have progressed so far or so fast. But the nursery industry is famous for its pull-backs. Now it was coming to a show-down between the go-aheads and the pull-backs, and the go-aheads had the edge on the situation because they had the officers and because no pullback likes to perform in front of a mixed crowd that knows all about it. Besides that the go-aheads had played a mean trick on the pull-backs and had invited representatives of the agricultural press to be present and to observe the goings on, the theory being apparently that the agricultural press pretty much stands for the interests of the people who buy and plant and tend nursery products, and that planters were concerned with the situation in the nursery industry and might be interested in developments. Or is that a theory?

About the convention halls were posters quoting from the agricultural press, the editors urging nurserymen to back their new trade-mark, urging nurserymen to make good their promises, warning that something was due to happen if they did not do so. When the convention got going nicely, hundreds of copies of The Country Gentleman for June nineteenth were passed round, each folded to the article and editorial which put it squarely up to the convention to come clean and do a job of it.

During the early sessions speaker after speaker referred to the "electric" condition of the atmosphere. Soon it developed that many members had not yet paid their dues. Rumor had it that some of these members were holding out their dues for fear the convention would commit them to something of which they could not approve. And what was that? Also that there might be a bolt with disgruntled members trying to smash the association and all these newfangled ideas about ethics in the nursery business and the spending of money advertising a trademark—that particular trademark with its "Trustworthy Trees and Plants."

There were lots of rumors. One was to the effect that the vigilance committee was holding sessions upstairs and passing upon case after case; that it was calling in member after member and asking the most unusual questions and insisting upon answers too. And it was doing just that.

When preliminary reports were called in from the important committees the chief of the vigilantes stood up before the crowd and said that his job had been wished onto him and that he was not happy in it at all, that he was being asked what it meant and that he would announce that it meant just what it said in Article Nine of the constitution of the association. Also, that while the committee would report in full, in due season, he could say that he considered his own firm a very decent specimen of the nursery industry, that his firm was being sued for delivering seedling pecan trees in place of named varieties, and that being short of Red Bird peaches he had ordered a lot of Red Birds from a brother nurseryman, also considered a very decent specimen, had sold the trees delivered as Red Birds and that many of them had turned out to be Alexanders. The chairman of the vigilance committee explained that living in glass houses made it risky to throw stones—but that his committee was in session and busy; but not too easy to listen to any appropriate confidences. At the end of this speech hardly any of the lights were put out by the lusty cheering of the assembled nurserymen.

When the question of dues came up for

the empty-umpteenth time somebody made a very plain talk demanding that all the cards be placed on the table. It would be so ordered for the very next session, said the presiding officer. That evening came rumors that the next meeting would be an executive session. The rumor was stronger in the morning. Sure enough, after a few preliminaries, the chair announced that an executive session had been called for. Immediately visiting officials from the Department of Agriculture, who had come from Washington as the invited guests of the convention, left the hall. Representatives of the agricultural press sat tight and waited to see what would happen.

This happened: A Texas nurseryman got the floor and said in a rather loud voice that if there was any nursery association business that was of such character as to require transaction in the dark he did not know what it was. Furthermore, he didn't want to know what it was. And therefore he would move that there be no executive session and he'd dare anybody halfway. The chair put it to a vote and there were only a few feeble "No's" and the "Ayes" had it and it was a vote and the doors stayed open. Whether the Washington officials heard about it or not is not of record.

That brought things to a show-down and the final report of the vigilance committee was called in. It was a very tactful report. It called attention to the aforesaid Article Nine and expressed the understanding of the committee that said article was specifically and definitely calculated and intended to put the permanent and complete kibosh on unfair or crooked dealing.

The committee had not been able to go out and look for cases requiring attention, said the chairman, because it had been so busy attending to the cases forced on it, among which were these:

A new strawberry promised to yield 15,000 quarts an acre.

Selling seedling plums to be distributed later as named varieties.

Offering to the trade "seedling peaches, cut to look like buds."

Aggravated and unreasonable claims for special products. The chairman got to going so fast that I couldn't keep up with him for a while. Then I got this:

"There is in the hands of the vigilance committee evidence which in the judgment of the committee would, under our laws, require the naming and expulsion from the association of at least a dozen of our members, including some of our most prominent firms, individuals and officers—and our inquiry has barely begun."

But this was the first time there had been any real effort to enforce the association laws, said the chairman, and many had assumed that no attempt would be made. In view of the small number of cases which had been investigated in proportion to the total believed to require attention, the committee urged that it be allowed to withhold the names of the convicted members and that they be paroled for a year with the definite understanding that another offense would get them no consideration should future vigilance committees be allowed such discretion, and with the definite understanding that the last warning had now been issued.

Then came the report on market development. It recommended that the trade-mark be formally adopted and generously backed up with funds.

"I will announce the vote," said the president. "For, ninety-six; against, six."

A thing or a man or an association becomes trustworthy when it has fully demonstrated that it is worthy of trust, doesn't it? Let us pray.

The Illinois State Horticultural Society will hold its sixty-fifth annual convention in Bloomington December 15-17.

G. A. H. BUISMAN & SON

Growers of Apple, Pear, Myrabolan, Cherries,
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FALL 1920 SPRING 1921.

NOTE—Prices quoted below are for actual Nurserymen only

EVERGREEN SEEDLINGS—Cont.

Variety	Size Inch	100	1000
Picea Sitchensis	4-6	4.50	30.00
Pinus Austriaca	4-6	4.50	30.00
Pinus Banksiana	4-6	2.25	15.00
Pinus Ponderosa	4-6	2.50	15.00
Pinus Rigida	4-6	2.50	15.00
Pinus Strobus	4-6	2.50	15.00
Pinus Sylvestris	4-6	2.50	15.00
Thuja Occidentalis	6-8	3.50	18.00
	8-10	4.00	25.00

ONCE TRANSPLANTED EVERGREENS

Variety	Size Inch	100	1000
Abies Balsamea	6-8	8.50	75.00
Abies Canadensis	6-8	13.50	125.00
Abies Douglasii	6-8	9.00	80.00
Juniperus Canadensis	8-10	15.00	140.00
Juniperus Aurea	6-8	20.00	...
Juniperus Communis	6-8	10.00	90.00
Juniperus Suedica	6-8	15.00	...
Juniperus Sabina	6-8	20.00	...
Juniperus Prostrata	6-8	20.00	...
Pachysandra Terminata	4-6	8.00	50.00
Picea Alba	6-8	8.00	70.00
Picea Excelsa	6-8	5.00	40.00
Picea Fungens	6-8	6.00	50.00
Pinus Ponderosa	6-8	10.00	90.00
Pinus Canadensis	6-8	8.00	50.00
Thuja Occidentalis	10-12	8.50	75.00
Thuja Compacta	6-8	5.00	40.00
Thuja Hoveyi	6-8	15.00	120.00
Thuja Lutea	6-8	15.00	...
Thuja Pyramidalis	6-8	17.50	...
	8-10	11.00	100.00
	8-10	13.50	125.00

TWICE TRANSPLANTED EVERGREENS

Variety	Size Inch	10	100
Abies Balsamea	6-10	2.00	15.00
Abies Concolor	6-10	2.25	18.00
Abies Douglasii	6-10	2.00	15.00
Juniperus Canadensis	10-12	2.50	20.00
Juniperus Horizontalis	10-12	2.00	15.00
Juniperus Scopulorum	8-10	2.50	20.00
Juniperus Virginiana	10-12	2.00	15.00
Larix Europea	12-18	2.25	18.00
Picea Alba	10-12	2.25	17.50
Picea Canadensis	6-10	2.00	15.00
Picea Excelsa	10-12	1.60	11.00
Picea Fungens	12-18	2.00	15.00
Pinus Austriaca	6-10	2.75	22.50
Pinus Banksiana	10-12	2.25	17.50
Pinus Mugho	8-10	2.50	18.00
Pinus Ponderosa	10-12	3.75	27.50
Pinus Strobus	12-18	4.50	35.00
Thuja Occidentalis	8-10	2.00	12.00
	10-12	2.50	15.00
	12-18	3.00	20.00
	18-24	3.00	20.00
	18-24	3.00	20.00
	10-12	1.50	10.00



Since the days when I used to dig and pack every order myself, my business has grown, but my policy remains the same—Give every customer complete satisfaction. There are two things I insist on—careful digging, careful packing. D. HILL.

EVERGREEN SEEDLINGS
ROOTED CUTTINGS

Variety	Size Inch	100	1000
Abies Balsamea	4-6	4.50	30.00
Abies Douglasii	4-6	3.50	20.00
Abies Orientalis	4-6	3.50	20.00
Juniperus Canadensis	4-6	5.00	40.00
Juniperus Communis	4-6	4.50	40.00
Juniperus Dupressa	4-6	5.00	40.00
Juniperus Horizontalis	4-6	9.00	75.00
Juniperus Scopulorum	4-6	3.50	25.00
Juniperus Virginiana	4-6	3.00	20.00
Picea Alba	2-4	3.00	20.00
Picea Canadensis	4-6	4.00	25.00
Picea Engelmanni	4-6	5.00	35.00
Picea Excelsa	4-6	4.50	30.00
Picea Fungens	4-6	2.85	13.50
Picea Rubra	6-8	3.00	16.50
Picea Pungens	4-6	5.25	37.50
Picea Rubra	2-4	3.00	15.00

TERMS—Net Cash. First order from all firms not having an account with us should be accompanied by full cash remittance, which earns 3 per cent discount and boxing free. To customers of approved credit or who supply satisfactory references, the usual terms will be extended. C. O. D. Orders will be shipped promptly when 1-4 cash is sent to insure acceptance at destination.

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Box 402

Peach Selection

A communication from Yuba City, California, says: "As a result of investigations carried on for several weeks, officials of the California Nurserymen's Bud Selection Association announce that the old original Tuscan peach is considered superior to the newer Tuscan variety for canning purposes, and will therefore be adopted as the standard Tuscan to be used by the nurserymen of the state in propagating trees in the future. The investigations resulting in this decision were carried out by Horticulture Commissioner Harry P. Stabler and Millard Sharpe, assistant manager of the nurserymen's organization. They report that the older variety contains more sugar and holds up better under shipment."

Verne W. Hoffman, another assistant manager of the nurserymen's association, has been in this county getting the production records of the best trees of the Sutter county peach orchards. This is for the purpose of finding the best producing trees of the various varieties and cutting bud wood for future propagation from them. Mr. Hoffman is making records on individual trees and these are to be maintained for a number of years.

Each tree in the block selected for investigation is given a number and to it is attached a shipping tag. The number of boxes picked from the tree is written down, and after a number of pickings is transferred to the records of the association. Mr. Hoffman says he has found trees of like age growing in the same soil and surrounded by the same conditions throughout showing a decided variance in production. "For instance," said he, "Some trees in the block produce as low as four boxes of fruit, while others will produce as high as 13 boxes. We will carry on this work for three or four years and at the end of that time, as a result of our labors and records, will be able to sell to the nurserymen of the state buds from the high producing trees, and be able to almost guarantee them. It will mean the highest results, which, I am sorry to say, have not been gained under the present haphazard methods of tree-planting."

Ohio Nurserymen

The Ohio Nurserymen's Association met in annual session recently at the Nicholas House, Clyde, O. A visit was made to the two Clyde concerns. A. R. Pickett's Nursery and the French Nursery. Then the Nurserymen went by automobile to Fremont, eight miles distant where dinner was served at the Y. M. C. A. At the business session the Nursery stock situation was reviewed. The reports showed a shortage of most kinds of Nursery stock, and particularly of pear, plum and cherry. The reports also showed prospect of a large business for the coming season at good prices.

A trip was then made to the Fremont Nursery, H. S. Day, proprietor, which proved quite interesting to the party and from there it drove out to the peach orchard of Mr. Day, where was seen a model peach orchard in a fine state of cultivation and in full bearing, the trees being loaded with fine fruit. The harvesting of Carman peaches was just going on. About 4 o'clock in the afternoon the party motored to Catawba Island, and made a circuit of that noted peach section of Ohio, meeting Prof. Davis, formerly of Ohio State University, who is now the active manager of a large fruit-growing proposition of about 574 acres in this locality.

From there the party broke up, some returning to Cleveland and Painesville and others returning to Fremont, and thence home.

The meeting was attended by representatives from all the Nursery sections of the state. Officers of the Association are: President, F. Bohlender, Tippecanoe City; secretary, W. N. Scarff, New Carlisle.

B. P. Wait, Seneca Hill, N. Y., announces a new everbearing strawberry, the Wait's Perfection, which is his production resulting from experiments since 1917. In June a bed showed plants large and vigorous, some single plants containing 70 berries and runners therefrom being covered with blossoms and sets. The berry has the appearance of the Dunlap and in bloom resembles the wild field berry.

Nurserymen Forced To Move

The sales yards of the California Nursery Company at Broadway and 22nd street opposite the Key Route Inn, Oakland, California, are being driven out by the march of progress and the erection of new buildings in that neighborhood, and a vast amount of valuable plants, shrubs and trees is being disposed of in the closing of this attractive yard.

George C. Roeding, the new owner of the California Nursery at Niles, determined last year, to invade Oakland with a sales yard, and he secured the entire block between Broadway and Webster street, 21st and Grand avenue. In this space he set out one of the most attractive sales yards to be found, even though it was, to a large extent, hidden by bill boards. Those who found their way behind the boards found themselves in a little wonder spot, planted to trees, shrubs and plants of all kinds.

Gradually the construction of buildings encroached upon the plants and flowers, and now the Nursery company has been notified that the Broadway frontage is to be built upon immediately, and they are now selling off their stock at bargain figures. Those who have gardens are picking up wonderful bargains.

Mr. Roeding announces that as soon as the State Fair closes he will select a new sales yard in Oakland.

Nursery Stock Damaged

Alleging damage to nursery stock and to an irrigation system through the caving of a well pit dug for the plaintiffs by the defendant, the Dallas H. Gray Company, Marysville, Cal., has filed a complaint in the Superior Court to recover \$40,000 damages. The complaint says the defendant entered into a contract with the plaintiff to dig a pit in which to place an electric pumping plant to furnish water for the irrigation of nursery stock and a small acreage of land. The pit caved, damaging the pump and irrigation plant, which resulted in the loss of entire stock of young trees and plants in the nursery of the plaintiffs.

AMERICAN NURSERYMAN



CHIEF EXPONENT OF THE AMERICAN NURSERY TRADE

Featuring the Nursery Trade and Planting News of American and foreign activities as they affect American conditions. Fostering individual and associated effort for the advancement of the Nursery and Planting Industry.

Absolutely independent.

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ROCHESTER, N. Y., OCT., 1920

American Association of Nurserymen—President, Lloyd C. Stark, Louisiana, Mo.; vice-president, M. R. Cashman, Owatonna, Minn.; treasurer, J. W. Hill, Des Moines, Ia.; executive secretary, John Watson, 400 Nassau St., Princeton, N. J.; Assistant secretary and traffic manager, Charles Sizemore, Louisiana, Mo. Executive committee: Lloyd C. Stark, chairman; J. Edward Moon, Morrisville, Pa.; C. R. Burr, Manchester, Conn.; E. W. Chaffin, Winchester, Tenn.; C. C. Mayhew, Sherman, Tex.; J. B. Pilkington, Portland, Ore.; E. S. Welch, Shenandoah, Ia.; T. B. West, Perry, O. Legislative and Tariff committee: C. H. Perkins, 2nd., Newark, N. Y., chairman. Meets 4th Wednesday in June in Chicago, Ill.

Western Association of Nurserymen—President E. P. Bernardin, Parsons, Kan.; vice-president E. H. Smith, York, Neb.; secretary-treasurer, George W. Holsinger, Rosedale, Kan. Executive committee: H. D. Simpson, Vincennes, Ind.; C. G. Marshall, Arlington, Neb.; C. C. Mayhew, Sherman, Tex.; E. E. May, Shenandoah, Ia.; J. H. Skinner, Topeka, Kan. Program committee: M. R. Cashman, Owatonna, Minn.; George A. Marshall, Arlington, Neb.; Harry Hobbs, Bridgeport, Ind. Next annual meeting in Kansas City, Mo., Jan. 26-27, 1921.

Pacific Coast Association of Nurserymen—President, Mrs. R. Day, Spokane, Wash.; vice-presidents, Fred W. Day, Yakima, Wash.; Albert Brownell, Portland, Ore.; M. R. Jackson, Fresno, Cal.; C. A. T. Atwood, British Columbia; C. T. Hawkes, Caldwell, Idaho; B. H. Bower, Provo, Utah; secretary-treasurer, C. A. Tonnison, Tacoma, Wash. Convention in 1920 at Spokane, Wash.

New England Nurserymen's Association—President, Charles Adams, Springfield, Mass.; vice-president, John K. M. L. Farquhan, Boston, Mass.; secretary, Sheldon Robinson, Lexington, Mass.; treasurer, V. A. Vanicek, Newport, R. I.

Northern Nurserymen's Association—President, M. R. Cashman, Owatonna, Minn.; secretary, E. C. Hilborn, Valley City, N. D. Convention of 1919 in Minneapolis, Minn., in December.

Southern Nurserymen's Association—Pres., Paul C. Lindley, Pomona, N. C.; vice-pres., C. A. Simpson, Monticello, Fla.; secy-treas., O. Joe Howard, Hickory, N. C.; 1921 meeting Sept. 7th.

Western Canada Nurserymen's Association—President, H. L. Patmore, Patmore Nursery Co., Brandon, Manitoba; first vice-pres., A. Mitchell, Mitchell Nursery Co., Coaldale, Alta.; second vice-pres., B. D. Wallace, Island Park Nurseries, Portage La-Prairie, Man.; secy-treas., T. A. Torgeson, Prairie Nurseries Ltd., Estevan, Sask.; Members of executive committee, Homer J. Barry, Clover Nurseries, Bremner, Alta.; W. J. Boughen, Valley River Nurseries, Valley River, Man.

PRESENT OPPORTUNITIES

In view of the readjustment which business and industrial activities are undergoing, is this not a time to make sure of doing justice to present opportunities? Large concerns in any trade scarcely need a suggestion of the importance of properly coordinating organization under which they are working. All that has been attended to; it has to be, in order to reach successful results in large operations. It is the medium and smaller concerns which are apt to overlook the fact that methods, processes and equipment need to be up-to-date to insure low costs, attractive prices and prompt deliveries. Just now consumers are searching for new markets, lower prices, better service and higher quality. Competition is striving to secure stronger footholds in the desirable fields, labor is becoming a factor of ever-increasing importance and capital is hesitating as to which enterprises to support and in which direction to exert its influence. It is a time when account may well be taken to insure actual control and check of all expenditures and factors of production and distribution. It is a time when Nurserymen may well heed the repeated suggestions by Mr. Nelson of Chicago and by others, in the matter of cost accounting. A committee of the American Association of Nurserymen has in this matter a subject which is easily as important as are many of the activities of the national organization. We believe it is a mistake to dismiss the subject, as has been done repeatedly, with the unproved assertion that cost accounting cannot well be applied to the Nursery business.

"INTERESTED PARTIES"

For so long that the mind of man runneth not to the contrary, Nurserymen have regarded a refund on stock purchased, as a satisfactory settlement between the "interested parties." How the planter has regarded the matter has depended largely upon the degree reached by his experience in the case. It is safe to say that in most cases the planter did a lot of thinking.

But that was in ante-Trade Mark days. Now the American Association of Nurserymen has proposed, over its signature, to do the thinking! It has spent considerable money to tell the planter this. It is a new experience for the planter.

Yet, when it comes his turn to open a package of "the very worst" and to demand a refund—well, it's just like the old days before there was a Trade Mark; argument and hemming and hawing, and side-stepping, up to the time when a state official steps in and forces a settlement under threat!

This leaves the planter thinking, just as in the old days. Only now he has a lot more to think of. In addition to revolving the event over and over in his mind and wondering why he was picked on when there were plenty of other planters of trees, he is confronted by the Trade Mark and the question persists with him: "Why, if the American Association means what it says, should not that Association fight my battle for me and not wait in silence to see what a state official will do; or leave me floundering within sight of an assurance of 'Trustworthy Trees'—a legend displayed in four-inch space, top of column, next to reading matter, or otherwise, in my farm paper?"

We realize that a patient convalescing should have his medicine administered in moderated doses, but we think it may not be too strong an application at this time to remark that the day may come when the A. A. N. will back its Trade Mark to the

extent of requesting reports to it directly, at first hand, by planters who feel that they have not been dealt with fairly under Trade Mark provision; with the assurance that steps will be taken immediately, by the A. A. N., to adjust the matter, thus beating out the state officials in an aggressive instead of a defensive attitude. It ought never to be necessary for a state entomologist to board a railroad train and travel to a convention of the A. A. N., to seek redress for a planter who buys of a Trade Mark user. Certainly every zephyr in the atmosphere surrounding the Trade Mark implies just the opposite.

Question: When an adjustment is made between planter and Nurseryman (with or without the interjection of a state entomologist) in a case where trees sold did not conform to Trade Mark requirements, is the American Association of Nurserymen, one of the "interested parties;" and should it clearly appear that the A. A. N. must also be "satisfied?"

A WORK AIDING NURSERYMEN

An article descriptive of the American Pomological Society, by President L. H. Bailey, was published in the September 4th issue of the Country Gentleman. In his introduction Dr. Bailey says:

The fruit interests of North America are strikingly large. They are commercial, representing great areas and the investment of heavy capital, with the application of marked technical and manual skill and the exercise of much resourcefulness in marketing. They are also amateur, contributing to the home-making instinct and affording the exercise of attractive personal ingenuity in the growing of the choicest products. These fruits are of extensive variety, ranging through all the orchard kinds of nuts, grapes, berries, citrus and tropical fruits and the still wild produce of woods and fields.

It may not be generally known that these extensive interests are represented by a society of age and high standing. This, the American Pomological Society, is the subject of this article, inasmuch as it is now in process of active reorganization and is attracting renewed attention.

The society has been called the supreme court of horticulture. In particular, its opinions on varieties and nomenclature have been accepted. It has tried to maintain the best standards, to prevent duplication, substitution, misnaming and the exploitation of inferior kinds. The authority. This catalogue, with recommended varieties and often with ratings, was started in the report of the convention of 1852, although a beginning was made at the first meeting in 1848.

The garden of fruits, with a careful choice of varieties and the plants receiving much personal care, was once considered an important adjunct to a home. The American Pomological Society propose to hold fast to this amateur fruit-growing interest and to stimulate it, to put a fruit garden of one kind or another on private places all over the country.

On the commercial side the society naturally expects to consider national affairs that touch the extensive growing of fruits, as marketing, legislation, quarantine, export, transportation, standardizing of methods. The industry needs to be understood as a whole and tied together. Strong committees are to be constituted to keep in touch with these large affairs.

Every line of the matter above quoted has a direct bearing upon the Nursery Trade. The American Association of Nurserymen did well to indorse the American Pomological Society at the Chicago convention last June, upon the presentation of the subject by Frederic Craneheld, of the executive committee of the Society. The last two paragraphs above quoted, expressing some of the purposes of the Society, show clearly how directly the Nursery Trade is affected.

It is worth much to Nurserymen to have an organization of this character actively creating a demand for Nursery Stock. And the A. A. N. is fortunate in launching its Trade Mark in advance of this period of reorganization of the A. P. S.; for to a society of this character the standard set by the A. A. N. will especially appeal. Another incentive for aggressive operation of A. A. N. Trade Mark provisions.

ALL THAT GOES WITH IT

If we're going into a League of Nations, we shall be obliged to take all that goes with it. And since we have gone into the open publicity field, displaying the A. A. N. Trade Mark banner to the world, we shall have to take what comes with it. Among those things are the pertinent observations by P. S. Lovejoy of the Country Gentleman, who simply awaits convincing evidence that the Nurserymen who have shouted for the Trade Mark mean something. Mr. Lovejoy is but one of many—the editors, planters of Nursery stock and readers generally. We believe all are willing to wait and we have faith to believe that they'll be shown.

Appreciating the size of the job, Mr. Lovejoy leads in prayer: "A thing or a man or an association becomes trustworthy when it has fully demonstrated that it is worthy of trust; doesn't it? Let us pray."

Among the items of news which come to our desk is one detailing the experience which a West Virginia planter had with a Maryland Nursery concern. It seems that the planter purchased 1200 fruit trees from the Nursery concern and planted half of them before his attention was directed to the fact that in the opinion of well-informed persons, including county and state officials, many or most of the trees were badly diseased with crown gall. The planter immediately stopped planting and called for thorough investigation. The state entomologist examined at random forty of the heeled-in trees and found but three fit to plant! He says: "Whether or not the heeled-in stock is a fair representation of the whole order of 1200 trees I am unable to state."

"The fact remains, however, that deception was practiced, for special pains had been taken to shave off all the crown gall with a sharp knife close to the body of the trees. When I visited the place the stock had been in the ground long enough for new gall formations to appear wherever the diseased condition had been removed."

That was on May 15, 1920. The planter demanded replacement of the entire order of 1200 trees and cash to the amount of \$78.00, the latter being the money paid for help in planting the trees as far as it had progressed.

Now here is a case where "said difference" was not "adjusted seemingly to the satisfaction of interested parties." Indeed, up to last month it had not been adjusted at all. And we presume it has not been adjusted yet.

It is a risky thing, in the Trade Mark days, to allow a matter of this kind to lie open for four months, subject to use by some active news gatherer representing the general or agricultural press. Must this risk be carried until the fourth Wednesday in June next year, in Chicago?

Some four or five years ago the American Nurseryman published an unsigned brief comment from Neosho, Mo., about packing being a lost art and Nurserymen sending out to other Nurserymen trees that were rootless and lifeless. It is a lost art with some only.

In Defense of European Prices.

Editor American Nurseryman:

Much has been written lately about the French prices of both fruit and rose stocks; and although we admit that they are high in price in comparison with prices at which one used to buy before the War, we think it rather far-going to say that these prices are altogether unreasonable.

As far as the Holland firms are concerned, no doubt some have been influenced by French prices, but certainly not everyone is tarred with the same brush, and we could prove this statement in our own case.

Not only are prices of stock high in France, but the same stands for every nation in Europe; and not without reason.

No one, we feel sure, can speak with more certainty about the many difficulties in stock-growing than the men who actually do grow and make a specialty of fruit and rose stock growing and we can certify that in the latter few years these men have realized very poor results indeed, through conditions absolutely beyond control.

We very much doubt that the sources which supplied the information as to the (big?) French crop are so very reliable.

Apart from this, no one surely would expect the French Syndicate to fix prices which they know beforehand are not going to be paid.

Circumstances however, have obliged them to fix high prices, chiefly on account of abnormal expenses and scarcity of stocks, due to disappointing results.

In regard to the Holland firms, we may further mention that we, for one, have for some considerable time advertised in the American Nurseryman with rose and fruit stocks, of which we are large growers and exporters. Our advertisement is plain, prices are quoted by return on receipt of inquiries and we think only people who have actually made inquiries from us or other Dutch firms can judge as to prices.

We know that exorbitant prices are asked by middle-men who neither know nor grow these stocks.

On the other hand, we never expect prices of stocks to come down to anything like pre-war prices; neither can anyone expect to receive A 1 quality stuff for lowest prices quoted in any line.

Hoping the above facts will be considered, when judging prices of fruit and rose stocks and thanking the American Nurseryman for the space, we remain, gentlemen, yours faithfully,

MIDLAND NURSERIES,
Parmentier & Van Noppen.

Naarden, Holland,

Sept. 4, 1920.

Maine horticulturists met at Orono a few weeks ago. Among the speakers were Prof. F. H. Gourley of Durham, N. H., Prof. H. P. Sweetser of the University of Maine, George A. Yeaton of Norway and C. L. Pierce of Buckfield.

SURPLUS STOCK

PEACH—In Variety
QUINCE—Champion, Orange, Rea's Mammoth
GRAPES—One Year
CURRANTS—One year, red and black
SHELLBARK HICKORY—2 to 4 feet
BUTTERNUT—5 to 8 feet
SILVER MAPLE—6 to 12 feet

Pennsylvania Nursery Company
GIRARD, PA.

When writing to advertisers just mention American Nurseryman.

YOUR



The American Red Cross, by its Congressional charter, is officially designated:

To continue and carry on a system of national and international relief in time of peace and to apply the same in mitigating the sufferings caused by pestilence, famine, fire, floods, and other great national calamities and to devise and carry on measures for preventing the same.

To furnish volunteer aid to the sick and wounded of armies in time of war in accordance with the Convention of Geneva.

To act in matters of "voluntary relief" and in accord with the military and naval authorities as a medium of communication between the American people and their Army and Navy. — *Act of Congress, Jan. 6, 1917.*

Fourth Red Cross Roll Call
November 11-25, 1920

MEMBERSHIP FEE	ANNUAL	1.00
Contributing	15.00	Life 150.00
Sustaining	100.00	Patron 1000.00

Pay dues now to nearest Red Cross Chapter

"Your Red Cross"

A representative group of citrus growers met last month in Jacksonville, Fla., to consider measures to prevent the introduction of the black fly and other pests which might damage the citrus crop. We said growers—not entomologists. Officers of the state plant board were present, upon invitation and their services were eagerly sought. A committee was appointed to take action and the state plant board was asked to provide more money for quarantine work.

Would Smell As Sweet

A good point was made by Secretary John Watson of the A. A. N., at the Washington hearing last month on subjects of Japanese beetle and gypsy moth, in opposing the use of the word "quarantine."

"It is not what is proposed that hurts so much as what it is called," he told the Board, as reported by the Florists' Exchange. "'Quarantine' by another name would be far more palatable. If I should call any gentleman here a liar, he would probably knock me down, but if I said that he had resorted to terminological inexactitudes, he would probably leave the room and consult a dictionary to see what that meant."

He likened "quarantine" to something unpleasant and offensive like the "flu," the bubonic plague, etc. He stated that what will occur as a result of the Board's order is not quarantine at all, but merely inspection and certification. "That is what we want, inspection and certification," he added. There is no hardship in such regulations. The injury that the Nurserymen suffer is the result of an entirely wrong impression that has arisen. All Nurserymen are frightened by the New Jersey and Pennsylvania quarantine. They are afraid they will not be able to ship anything. There is no such action contemplated. The proposition is to restrict the movement of stock of which movement should be restricted, to inspect it, and to issue certificates for its movement.

"If I were a Nurseryman in business now, and I had stock to sell, I would not want to advertise a quarantine under that name, but I would be perfectly willing to advertise my stock as inspected or jointly inspected. This would give special quarantine protection to my customers; and, indeed, it would enable me to offer them something my competitor could not offer them if he were not in the inspection and certification areas."

"I only call your attention to that unfortunate word 'quarantine' and ask if it cannot possibly be called something else. The order refers to promulgating certain rules and regulations calling for inspection and certification of stock before it can move in interstate commerce—it is not a quarantine measure at all."

At the Menagerie: Beetle and Moth

THE JAPANESE BEETLE AGAIN

The Secretary of Agriculture announced a public hearing for September 10th in Washington, D. C. on the question of a proposed quarantine on the states of New Jersey and Pennsylvania, on account of the Japanese beetle which has been known to occur in restricted portions of New Jersey for several years and now is reported in southeastern Pennsylvania. Nursery stock would be quarantined from moving from those states. This paragraph is in the announcement:

If it is found advisable to quarantine the entire states of New Jersey and Pennsylvania, the restrictions imposed by such quarantines on the movement of the materials listed above will be limited substantially to the areas actually determined as infested by the Japanese beetle.

President Lloyd C. Stark of the American Association of Nurserymen, in Chicago, sent telegrams similar to the following on Sept. 9th to trade points, urging immediate action:

Chicago, Ill., Sept. 9, 1920.

American Nurseryman, Rochester, N. Y.

Hearing of Federal Horticultural Board to be held Washington Sept. 10th, at 10 a. m. to consider quarantine entire states of Pennsylvania and New Jersey and to place restrictions on the movement from these states of farm, garden and orchard products, nursery stock, etc. They are considering quarantining these states simply because of Japanese beetle which has occurred in restricted portions of New Jersey for several years. It also occurs in southeastern Pennsylvania.

To illustrate absolute unsoundness of this proposal to quarantine entire states of Pennsylvania and New Jersey for small spots of infection, if all states at the same distance from the infested district as is western Pennsylvania were quarantined, the quarantine would include all states east of Indiana and north of South Carolina, except Maine.

Can you come to Washington? If not, will you immediately telegraph protest to the secretary of agriculture and also telegraph the Federal Horticultural Board, Washington, D. C., protesting against quarantining those entire states simply because beetle occurs in small restricted districts.

Representatives of agriculture and horticulture are taking action and protesting.

Your co-operation will assist in convincing the secretary of agriculture of the great loss and danger of unnecessarily destroying interstate commerce in all agricultural products if entire state quarantining is used.

Would suggest, instead, quarantines against the districts really infested. My Washington, District of Columbia, address will be Army and Navy Club.

Lloyd Stark, President American Association of Nurserymen.

This telegram was sent in reply, duplicated to Chairman C. L. Marlatt, of the Federal Horticultural Board:

Rochester, N. Y., Sept. 9, 1920.

Hon. E. T. Meredith,
Secretary of Agriculture,
Washington, D. C.

American Nursery Trade alarmed by threatened quarantine entire states New Jersey, Pennsylvania, account Japanese beetle. In interest of Nurserymen generally having important commercial relations with those states, we ask that

every effort be made to confine quarantine to infested districts only, and urge that efforts of authorities be redoubled to confine infection to limited areas by rigid inspection there instead of blanket state restriction.

Editor American Nurseryman.

Will Confine Restrictions

Department of Agriculture,
Washington, Sept. 11, 1920.

Editor American Nurseryman:

In response to your telegram of September 9th you are advised that any restrictions imposed as a result of the hearing yesterday on account of the Japanese beetle will apply only to the areas actually infested, and provision for movement of all products restricted in such areas will be made under inspection and certification. A similar quarantine now in force over a small area in New Jersey has proved no obstacle to any business enterprises involved; on the other hand, it has been of distinct benefit in making it possible to ship products interstate which would otherwise have been denied by state quarantines. The proposed quarantine was fully discussed at the hearing yesterday with representatives of all important interests concerned. The objection to the proposed action was largely due to a misunderstanding; in other words, to the belief that the quarantine would amount to an embargo. The decision at the conclusion of the hearing on the part of the various representatives present was to leave the determination of action entirely in the hands of the Department. The exact terms of the quarantine must await the final consideration of this Department.

E. D. BALL,

Acting Secretary of Agriculture.

Robert Pyle, of Conard & Jones Co., West Grove, Pa., presided at a meeting of 35 Nurserymen florists and others who went to Washington to attend the hearing. Among those present were: F. L. Atkins, Rutherford, N. J.; B. F. Barr, Lancaster, Pa.; W. W. Flemmer, Springfield, N. J.; Wilmer H. Hoopes, West Chester, Pa.; James Krewson, Cheltenham, Pa.; Lloyd Stark, Paul C. Stark, Louisiana, Mo.; Lester C. Lovett, Little Silver, N. J.; Wm. Warren Harper, Philadelphia, Pa.; John Watson, N. J.; Thos. B. Meehan, Philadelphia, Pa.; Henry T. Moon, Morrisville, Pa.; F. & F. Nurseries, N. J.; C. H. Perkins, Newark, N. Y.; Robert Pyle, West Grove, Pa.; Thos. Rakestraw, Kennett Square, Pa.; Julius Roehrs, Rutherford, N. J.; E. Runyon, Elizabeth, N. J.

Dr. Thomas J. Hedley, of the state entomological department of New Jersey, described the beetle as a lively blue-black beetle, five-eighths of an inch in length and about one-quarter inch in width. They had become so plentiful, he said, that boys were paid to gather them, and could collect 5 to 8 quarts a day, for which they were paid 60 to 80 cents a quart of about 3,500 beetles. As many as 258 grub beetles had been counted on a square yard of ground.

Professor Saunders, Pennsylvania state entomologist, also gave interesting data and said he believed the trade was unduly alarmed at the danger of the proposed quarantine. He described a nursery in the most infested district in New Jersey, where there had been no weeds allowed to grow, the ground being kept constantly cultivated, and there had been no difficulty in making shipments of trees and other stock from here as the trees and roots were found to be absolutely free from beetles on their larvae. Professor Saunders said the embargo would only apply to shipments of infested plants. He felt sure the federal horticultural board wanted to interfere as little as possible with business, their intentions being only to prevent the spread of the beetle.

Dr. Marlatt, in answer to a question as to other states setting up an embargo against products of states on which a quarantine has been declared by the horticultural board, stated that the knowledge that no goods could be sent out of the state under quarantine, without thorough inspection, and being officially declared free from pests, would be an advantage and

dealers could make a point of it in their literature and advertisements. The moral or psychological effect of the publicity of the quarantine being declared against the products of these states, was forcibly presented by Robert Pyle, Lloyd Stark, H. F. Michell, John Watson and others, who each from a different viewpoint, tried to have the board reduce the quarantine to only the infested districts. Dr. Marlatt, however, said he believed there would be less publicity by the blanket form which would then end any further agitation. As to the adjacent states of Delaware, Maryland, Virginia and New York, being in their boundary lines much near the infested districts than the extreme length of Pennsylvania, Dr. Marlatt said the quarantine could not be placed on any state, however close, until it was found to be infested. He believed the state quarantine was the most effective method to counteract action and prevent such legislation in other states against Pennsylvania and New Jersey. State quarantine had worked out well in New England, in increasing areas, when necessary, on account of the gypsy moth, and nurserymen could ship after inspection with comparative freedom. He also stated that they might send out a map with the infested portions designated, showing the small extent of the area infested and subject to the embargo.

John Watson referred in a humorous way to the word "quarantine," which ugly designation had been objected to by Messrs. Pyle, Michell and others. Dr. Marlatt also deplored the use of the word, which in the future would be found as little as possible in their notices. H. F. Mitchell said competitors in other states would be quick to take a trade advantage in advertising their stock as not coming from a quarantined area.

Professor Saunders said he believed there would be very little more publicity concerning the quarantine, and that people would soon forget all about it. Dr. Ball, assistant secretary of agriculture, sympathized with the business interests who were affected by publicity and thought the trade journals were largely responsible. State-wide quarantine, once declared, is soon over. The board, he said, wanted the machinery necessary to handle the matter quickly, and with as little publicity as possible. A federal restriction was one of the greatest blessings to all interests. If there was no such law, no one could do business in an infested area; no state would allow the shipments to come across their borders.

In opening the afternoon session, Dr. Marlatt stated that he understood that no vote to get the consensus of the opinion in the matter of the states under quarantine on account of the Japanese beetle was desired, and finding no further discussion of the subject was desired, declared the hearing on this subject closed.

There is an interesting story behind the Duke estate infection, says the New York World. Ten or more years ago, when the blue spruce began to be the rage, the former head of the American Tobacco Company cornered some Nursery stock abroad and set out thirty acres in tiny trees, worth at that time \$1 a foot.

It was Mr. Duke's intention to supply the demands of the American trade at an advanced price and make a neat sum on the transaction, but Nurserymen refused to give his price. The little trees have become large ones and the gypsy moths brought over with them are gradually spreading through the forest and to the country round about.

One Hundred Miles Affected

These facts were brought out before Dr. Marlatt. A. F. Burgess, who has directed the fight against the gypsy moth in the New England States for the Department of Agriculture, said that an area of 100 square miles was affected in New Jersey, but the center of it was on the Duke farm, which covers 2,300 acres.

It was asserted by Mr. Burgess that \$200,000 half of which is to be put up by the state of New Jersey and half by the Federal Government, is the immediate need for the purchase of spraying machinery and other equipment for the war on the new out-

UNITED STATES DEPARTMENT OF AGRICULTURE

Office of the Secretary

Federal Horticultural Board

Rules and Regulations Governing the Movement of Plants and Plant Products Into and Out of the District of Columbia, Effective on and After Sept. 1, 1920

For the purpose of controlling and eradicating and preventing the dissemination of dangerous plant diseases and insect infestations, I, E. T. Meredith, Secretary of Agriculture, under authority conferred by the Act of August 20, 1912 (37 Stat. 315), as amended by the Act making appropriations for the Department of Agriculture for the fiscal year ending June 30, 1921, approved May 31, 1920 (Public No. 234-66th Congress), the following regulations are hereby made, and I do order that, with the exception of (a) fruits, vegetables, cereals, and other plant products imported for food, medicinal or manufacturing purposes, and (b) seeds (except those addressed to the Department of Agriculture), no plants or plant products shall move into or out of the District of Columbia except in compliance with said rules and regulations and such other rules, regulations and notices of quarantine referred to therein or which may hereafter be promulgated.

Said regulations shall become and be effective on and after September 1, 1920.

Done in the District of Columbia this 26th day of August, 1920.

break of gypsies. He said the ultimate cost might be over \$500,000.

T. J. Headlee, entomologist for New Jersey, assured Dr. Marlatt his state would meet the emergency and begin at once a fight of eradication. He said he talked with Mr. Duke and found him ready to co-operate, but he refused to say to what extent. He would be able to get \$100,000 from the state and would ask the Governor for it at once.

"We propose to carry out our end of this matter," said Mr. Headlee. "By agreement the Nurserymen in the infected district have an arrangement not to ship anything to the outside world that has not been carefully inspected."

Dr. Marlatt asked if any trees or shrubs were being sent from the Duke estate.

"Nothing except a few roses," said he, "and they are carefully inspected."

Considering Regulations

George G. Atwood, head of the Bureau of Plant Industry of the Department of Agriculture of New York, told of an outbreak on a large private estate in Westchester County. He said it cost \$250,000 to eradicate the moth there.

Dr. Marlatt warned the New Jersey officials that if rigid measures to destroy the insect were not taken within a short time, he will recommend a Federal quarantine to prohibit the shipping of any sort of plant that might prove host to the gypsy moth.

The gypsy moth feature of the conference at the Department of Agriculture last month was incidental. The real purpose of the meeting was to consider the advisability of quarantining New Jersey and Pennsylvania to prevent the spread of the Japanese beetle, which is known to operate in sixty square miles in New Jersey and ten square miles in Pennsylvania.

It is proposed to place restrictions on the movement from these states of farm, garden and orchard products of all kinds, including fresh and perishable crops, such as green corn, tomatoes, beans, peas, cantaloupes, watermelons, grapes, raspberries, cherries, peaches, apples, grain and forage of all kinds, nursery, ornamental and greenhouse stock, and bulbs and cut flowers. It would also prevent shipments of soil and compost.

The green Japanese beetle, a native insect of Japan, was introduced into the United States in Burlington County, New Jersey, prior to 1916 and presumably in the grub stage in soil about the roots of perennial plants, such as irises and azaleas. In Japan the beetle is not considered very bad, but here it has proved very destructive. The experts in the Department of Agriculture believe that when free from its natural enemies, as it is in New Jersey, it becomes very aggressive and attacks all sorts of plants and skeletonizes the leaves of vegetables and trees.

Witness my hand and the seal of the United States Department of Agriculture.

(Signed) E. T. MEREDITH,
Secretary of Agriculture.

Rules and Regulations Governing the Movement of Plants and Plant Products Into and Out of the District of Columbia

Regulation 1. Definition.

The words "plants and plant products" whenever used in these regulations shall include all greenhouse and field-grown florists' stock, trees, shrubs, vines, cuttings, grafts, scions, buds, fruit pits and other plants and plant products for propagation.

Importation of Plants and Plant Products

Regulation 2. Unrestricted Importation of Plants and Plant Products.

The following classes of plants and plant products, not including, however, those which are governed by special quarantine and other restrictive orders now in force, nor such as may hereafter be made the subject of special quarantines, will be admitted into the District of Columbia without restriction:

(a) Fruits, vegetables, cereals, and other plant products, imported for food, medicinal, or manufacturing purposes.

(b) Seeds (except those addressed to the Department of Agriculture.)

Regulation 3. Restricted Importation of Plants and Plant Products.

All plants and plant products, except those mentioned in Regulation 2, those addressed to the U. S. Department of Agriculture, and those governed by special quarantine and other restrictive orders now in force, or such as may hereafter be made the subject of special quarantines, will be admitted into the District of Columbia upon compliance with the following requirements:

(a) Each package must be accompanied by a certificate of inspection indicating that the nursery from which the plants were taken was inspected within one year prior to the date of shipment and signed by the State Nursery or Horticultural Inspector of the state or territory from which the plants or plant products were shipped.

(b) The package, bundle, or other container, must be plainly marked with the word "plants" and with the name and address of the consignor and the name and address of the consignee.

(c) No package, bundle, or other container, conveying restricted plants or plant products, shall be delivered to the consignee in the District of Columbia by any common carrier until its delivery is authorized by an inspector of the Federal Horticultural Board.

Regulation 4. Importations of Plants and Plant Products by the Department of Agriculture.

All plants and plant products prohibited, or unrestricted, addressed to the U. S. Department of Agriculture, shall be delivered only to the Inspection House of the Federal Horticultural Board (12th & B Streets, N. W.), unless otherwise authorized by an Inspector of the Federal Horticultural Board.

Regulation 5. Prohibited Importations.

Five-leaf pine and black current plants originating in Maine, New Hampshire, Vermont, Massachusetts, Rhode Island, Connecticut and New York, are prohibited entry into the District of Columbia by Quarantine No. 26, effective June, 1, 1917.

Regulation 6. Regulated Importations of Plants and Plant Products.

The following plants and plant products shall not move from Maine, New Hampshire, Vermont, Massachusetts, Rhode Island and Connecticut into the District of Columbia except as prescribed in Notice of Quarantine No. 45, effective July 1, 1920, and in the rules and regulations supplemental thereto (Gipsy and Brown-tail Moth Quarantine):

(a) Coniferous trees, such as spruce, fir, hemlock, pine, juniper (cedar), and arbor-vitae (white cedar), known and described as "Christmas greens or greenery."

(c) Field-grown florists' stock, trees, shrubs, vines, cuttings, and other plants and plant products, excepting fruit pits, seeds of fruit and ornamental trees and shrubs, field, vegetable, and flower seeds, bedding plants, and other herbaceous plants and roots.

(d) Stone or quarry products.

The following plants, plant products and materials shall not move from the townships of Delran, Chester, Cinnaminson, Palmyra,

Mount Laurel, and Riverside, and the borough of Riverton, County of Burlington, and the townships of Pensauken and Delaware, and the borough of Merchantville, County of Camden, N. J., into the District of Columbia, except in compliance with the conditions prescribed in Quarantine No. 40 (Japanese Beetle) and the rules and regulations supplemental thereto, effective April 1, 1920.

(a) Farm, garden, and orchard products of all kinds.

(b) Grain and forage crops of all kinds.

(c) Nursery, ornamental and greenhouse stock and all other plants, including bulbs and cut flowers.

(d) Soil, compost, and manure other than fresh manure.

Corn and broom corn (including all parts of the stalk, celery, green beans in the pod, beets with tops, spinach, rhubarb, oat and rye straw as such or wheat used as packing, cut flowers or entire plants of chrysanthemum, aster, cosmos, zinnia, hollyhock, and cut flowers or entire plants of gladiolus and dahlia, except the bulb thereof, without stems, shall not be brought into the District of Columbia except in compliance with the conditions prescribed in Quarantine No. 43 (European corn borer), and the rules and regulations supplemental thereto, effective March 29, 1920.

Exportation of Plants and Plant Products

Regulation 7. Acceptance for Shipment.

No common carrier or other person shall receive for shipment out of, or remove from, the District of Columbia, any bundle, package, or container, conveying plants or plant products, other than those listed in Regulation 2, unless said bundle, package, or other container bears an inspection certificate, signed by an inspector of the Federal Horticultural Board.

Regulation 8. Place of Inspection.

Plants and plant products, mentioned in Regulation 7, which are to be shipped out of the District of Columbia, must be presented at the Inspection House of the Federal Horticultural Board (12th & B Streets, N. W.), for inspection at the time of shipment, unless otherwise authorized by an Inspector of the Federal Horticultural Board. In cases of large shipments, arrangements may be made for inspection at other places by calling Main 4650, Branch 133, or addressing the Federal Horticultural Board.

Transportation

For Michigan Planters

As a result of efforts by the traffic department of the Michigan State Farm Bureau, of which Frank E. Coombs, formerly of the Twin City Traffic League, is commissioner, improved shipping service for fruit growers whose market is Benton Harbor was assured last month.

The traffic department has conducted a thorough study of the railroad situation and from the information gathered has been able to give local shippers excellent fast freight service.

Especially effort has been made to get shipments to destination in the quickest possible time and in this the department has been assisted by the C. C. C. & St. L. Railroads, (Big Four) whose operating department has scheduled a train which will leave Benton Harbor every night at 10 p. m., carrying all cars loaded during the day at Benton Harbor and along their line, also cars from the Pere Marquette received during the day. There will be another train at 5 a. m. which will carry all cars received from the Pere Marquette during the night and will fill out with business from the Michigan Central railroad at Niles.

Shippers are urged to keep clear of the Chicago getaway as much as possible and the Big Four route is recommended for shipments to Marion, Anderson, Indianapolis, Terre Haute, Cincinnati, Louisville, all points in Ohio, West Virginia, as well as Pittsburg, St. Louis and all southwestern destinations through St. Louis.

The Sherman anti-trust law was invoked by United States Attorney J. Robert O'Connor, acting under instructions from Attorney General Palmer, when he brought suit in the federal district court Sept. 9th to dissolve the California Raisin company of Fresno, as a combination in restraint of trade.

Commercial Orcharding

In Behalf of Massachusetts Orchardists

Demand on Nurseries for fruit tree stock is directly affected by orcharding and marketing conditions. It is of interest to the Nursery Trade that orchardists get remunerative returns for their crops. Following is an account of efforts in progress early last month in Massachusetts:

Field meetings are in progress (Aug. 30) under the auspices of the Massachusetts Fruit Growers' Association in co-operation with local farm bureaus. There will be one at 11 o'clock Tuesday, at the orchard of Abbott L. Howe in Ashfield, with speeches by W. A. Munson of Walpole, director of the division of markets of the State Department of Agriculture, and by Elijah Rogers of Southington, Conn., and others. After a basket lunch, the party will take a trip through Colrain to inspecting orchards. A week later, Tuesday, Sept. 7, there will be a similar meeting at the orchard of Nahum Whittleby in Littleton. Speakers will be led by Professor R. A. Van Meter of the State Agricultural College, who will speak on scab and black rot on apples.

It is reported by the State Department of Agriculture that an unusual quantity of cooking apples is being brought to market in Boston. In explanation it is said that the enforcement of prohibition has made less demand for apples for cider and that apples which were formerly ground for that purpose are now put on the market for cooking. This has a tendency to force down the price of apples, especially of this grade. The varieties most in evidence are the Duchess, Gravenstein and Williams. A dispatch has been received at the department from Eugene H. Porter of the division of markets of New York state, at Albany, asking for the co-operation of the Massachusetts department in promoting the sale of apples in department stores and other places where they will be brought to the attention of customers without so many middlemen. The New York crop is very large and, unless some effort is made to move it, there will be trouble. It is suggested that prices be made as attractive as possible.

Apple Blotch Serious

At the recent annual meeting of the Southern Nurserymen's Association, Prof. G. C. Starcher, horticulturist, Auburn, Ala., presented a paper on "Apple Blotch: A Problem for Nurseryman and Orchardist." Prof. Starcher stated that he found on Indianapolis, Ind., market where he sent apples from his North Alabama orchard, apples from Tennessee, Southern and Illinois orchards which, like his, were affected with apple blotch. "I consulted with the Indiana authorities," he says "and found that the disease is considered a menace to Indiana orchards, and that the Nursery inspectors destroy trees in the Nursery row which show a blotch canker as quickly as if it were covered with San Jose scale."

The disease has destroyed some orchards in Ohio and is said to have caused serious results in Tennessee and Georgia orchards. Prof. Starcher's assistant found the disease in every orchard he visited in North Alabama, except one. The disease is a difficult one to control and is regarded by Prof. Starcher as more serious than San Jose scale. Because of the myriad of small cankers, cutting out of cankered branches is impossible when the disease is thoroughly established.

Prof. Starcher concludes: "It appears to me that we must bend every effort to discover good commercial varieties that are as resistant as possible. Also, since the disease attacks the foliage and new stems, those who propagate by buds and grafts should scrutinize with great care every bud and graft for the presence of a canker."

Members of the Pennsylvania Horticultural Society toured orchards of the state last month and discussed with Governor Sprout at Harrisburg development of commercial orcharding.

Horticultural exhibits at state fairs all over the country broke records this year. Crops were abundant and displays generous.

Apple Crop Report

At least an average crop of apples is expected almost everywhere, except on the Pacific Coast. A few leading states have very large crops in sight. In New York state the condition of the crop on September first was 41 per cent above the average on that date during the last ten years. Other states report the condition to be above the ten year average as follows: New Jersey 26, Pennsylvania 32; Ohio 23, Michigan 37, Wisconsin 14. The commercial apple crop in the principal northern states which market their apples in barrels, will be nearly one-half larger than in 1918, and more than twice as large as that of last year, as shown by the table below.

Commercial Apple Crop: 1000's of Bbls.	
	1920 1919
New York	8,373 2,975
New England	1,412 1,469
New Jersey and Pa.	2,676 1,346
Virginia and W. Va.	3,335 2,156
Ohio, Indiana and Ill.	3,591 1,311
Michigan and Wis.	2,380 1,226
Colo., Wash., Ore., and Idaho.	6,364 9,825
United States	33,891 26,174

Successful Orchardists

Anyone doubting the possibilities of Southern Illinois as a fruit country, will get that notion quickly dispelled by making a visit to the Weinberg Bros. orchard, three miles southwest of Posey. The Weinbergs are from Galesburg, Ill., and are very extensive fruit dealers and growers, having orchards in California, Florida, and Illinois. Without any hesitancy they consider their Southern Illinois investment the best, inasmuch as they are expecting their apple orchard to yield them a thousand dollars per acre net this year. It is interesting to see them picking the large Grimes Golden to give the smaller apples a chance to develop further.

The Weinbergs also have a two-year peach orchard coming on. This orchard was bought from a native who didn't realize its possibilities. They now have 14,000 apple barrels on the ground and they estimate they have not enough barrels to take care of the crop.

They have also been convinced that the land thereabouts contained clover possibilities. Liming brought the results. As a by-product they expect to make many thousands of gallons of cider.

Six Dollar Apples in Virginia

Winchester, Va., August 29.—W. W. Clark, of Roanoke, Va., is reported to have paid \$6 a barrel for No. 1 and \$4 per barrel for No. 2 Grimes Golden apples in orchards in Frederick and Berkeley counties owned by Congressman George M. Bowers and others. The price is the first that has been announced this season. A Berkeley county grower is said to have sold all his first grade apples for \$6 a barrel. Prominent growers are of the opinion that the prices will advance as the season and demand increases. Buyers are said to be holding back until they actually have orders for fruit.

Apples \$10 a Barrel

W. P. Massey, secretary of the Virginia State Horticultural Society, recently received a telegram from Clarence W. Moomaw, a New York fruit broker, with connections in Virginia stating that first arrivals of York Imperial apples from Virginia in the Liverpool market realized from seventy-nine to eighty-three shillings, returning about \$10 a barrel. The apples were grown in Rappahannock county. Mr. Moomaw advised that shipments be made as soon as possible to the English markets.

The Inter-State Nurseries, C. M. Griffing & Co., have removed general offices from Macclenny, Fla. to Jacksonville, Fla., 420 Duval building. The nurseries are 28 miles west of Jacksonville on the Seaboard Air Line R. R.

Kansas can count on at least 900,000 bushels of commercial apples this year despite the big Easter freeze, according to the report brought back from a tour of apple orchards by F. O. Whitney, secretary of the state horticultural society.

Maine Orchards

Frank H. Dudley of Auburn, who is the state horticulturist, directs the inspection of the nurseries of the state. Many of these nurseries are on farms where strawberry and raspberry plants are sold, says the Bangor, Me. Commercial. No fee is required for inspection as this is done to keep from spreading insects and diseases. About 65 nurseries are inspected annually.

Licenses to the number of 88 were issued last year to agents, the fee being \$5. These are men selling stock not raised by themselves. The state horticulturist is a collaborator with the Federal Horticultural Board at Washington, and every package of nursery stock brought into the state from abroad is inspected by him, and a report made to Washington.

Mr. Dudley is constantly on the lookout for any outbreak of insect pests or diseases. Orchard statistics are gathered annually. Many lectures are delivered before grange and other bodies, a large number of these lectures being illustrated, thus bringing to the attention of the orchardists the insects and diseases as well as the necessity for spraying to control them.

During the past season, Mr. Dudley has conducted demonstrations in dusting the orchard for control of insects and diseases, using the ingredients in dust form blown into the trees instead of the liquid spray. This method enables one to do the work six to eight times faster and consequently it is interesting to Maine orchardists.

A large correspondence is necessitated in Mr. Dudley's office by the vast number of inquiries on orcharding and relating to insects sent in for identification.

Carleton orchards are orchards of one acre each planted for a prize. These orchards are planted every five years and are under the charge of the state horticulturist and by him inspected every year, and directions and instructions given for the care of them. The third Carleton Orchard contest started in the spring of 1920.

Many orchards throughout the state show good care. Assistance is given to owners of bearing orchards of the state, and fruit growers' associations are organized to assist in the sales of the product of the orchard to the best advantage. Many educational insect exhibits are shown at the large fairs and meetings in the state.

The Bureau of Plant Industry, Pennsylvania Department of Agriculture is bending all its energies to save the peach orchards of the state from destruction by the Peach Yellows. A special survey of the industry has been undertaken in an effort to save the thousands of farmers and orchardists growing peaches from suffering a heavy loss. A score of years ago the peach yellows swept over New Jersey, Delaware and Pennsylvania and destroyed practically every peach orchard in these states. It has only been within the past few years that the industry has recovered from this blow.

The American Fruit Growers, Inc., owners of the Peerless fruit farm of 180 acres, east of Reading, Pa., purchased from Wilson E. Schmick for \$118,000, bought two adjoining farms, the Merkel tract of 109 acres and the Riegel farm of 32 acres, from Isaac Krick for \$18,000. Their entire holdings total 320 acres, all of which will be planted in peaches and apples, and will make one of the largest fruit farms in the eastern states.

J. P. Stewart, a former professor in the Pennsylvania State College, believes that there is money in Pennsylvania apples. He has just paid \$53,000 for an orchard farm of 120 acres in York county, Pa., or at the rate of \$445 an acre.

The Missouri Horticultural Society will hold its annual meeting in Springfield, Mo., Dec. 6-8.

The Mitchell Nursery Co., Tacoma, Wash., notes with special interest the formation of the Seattle Horticultural Association, as a means for educating the public to the greater use of Nursery Stock. Such organizations, of course, should be encouraged everywhere. Nurserymen even might start some.

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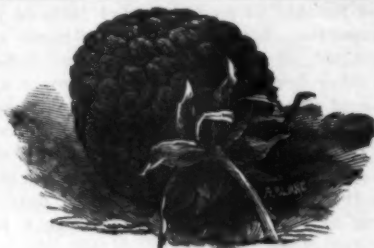
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WANTED:—Competent Nursery

Foreman, who can successfully manage propagation, packing, storing, crop rotation and general nursery work. 160 acres.

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Wanted To Buy

A Complete Tree-Moving WAGON,

with all outfits, new or second-hand. Must be in good condition, to hold trees up to 16 inches diameter. Make offer to **ADOLPH CAMPE**, 97 Mithof St., Columbus, Ohio.

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A good opportunity for the right man. Give references and state salary expected. Address

GEORGE C. ROEDING, President and Manager, California Nursery Co., Niles, California.

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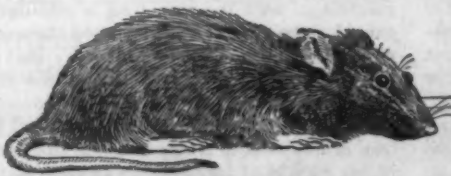
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Uniform Prices: Trade Practices.

(Continued from page 79)

favorably, figure its retail selling price according to what the stock actually has cost it, or figure the selling price according to what the stock is being sold for at the present time to the trade?

Some say that the retail selling price should be based on the actual market price of the stock in the wholesale trade; but what is this price? Who should establish it and when? This year it was almost impossible to get quotations until after the convention at Chicago and in the meantime a good many thousand dollars worth of stock had been sold by the different retailers and they had to guess at what the stock would cost them.

If the wholesaler bases his price entirely upon what the retailer is willing to pay, then the retailer through his lack of an organization as strong as the growers must suffer, as it is only by organization that there can be united action as to prices they can afford to pay and yet sell at a profit.

You will recall, however, a few years ago when you had the grower on his back with an over production; and, regardless of how square a deal your grower had given you in the past, you bought in a buyers' market and at the lowest price possible, regardless of the actual cost of growing that stock. You showed him no mercy. He had to pocket his loss then and make it up later when he had the opportunity to retaliate; and, now when you are compelled to pay what you might call a stiff price for stock, remember there was a time when the shoe was on the other foot.

There must be a closer co-operation between the grower and the sales organization if you are all to buy at a uniform price; and, unless the stock you sell is bought at a uniform price, it is pretty hard to establish a uniform retail selling price.

If you want the grower of the stock you sell to be fair with you in a year when production is lean, you have got to be fair with him when production is ahead of demand, and pay him a price each year that will show him a fair profit.

Assuming that the sales organization and the growing organizations can get together and co-operate and decide on a fair price to pay the grower for the stock, then we must find out why it is that some sales organizations can sell at perhaps a lower price than others and at the same time sell at a profit.

Here is where uniform prices couple up with trade practices; as, if we are to have a uniform price at which our goods are to be sold to the planter, we must also have as near as possible a uniform selling expense; and, speaking as a retailer selling through salesmen (this being the only end I am familiar with) the largest single item of expense is agents' commissions, followed by delivery commission.

It seems to me that establishing a uniform rate of selling compensation on a commission basis and then sticking to it is absolutely necessary if a uniform sale price is to be established. One of the greatest evils we have among the retailers is the boosting of commissions by someone who is a little over-anxious to secure the services of a salesman. In some cases it is not known that the salesman to whom the offer is made is in the employ of another firm, and in a good many cases it is known and the offer is made with the deliberate intention to get the man if possible; and yet,

every time you or I boost the commission on the other fellow, he in turn boosts it on one of our men and in the long run the only man who benefits is the salesman.

Here's an instance of what I call poor trade practice. Six firms advertised in a daily paper for salesman and an answer was sent to each advt., with the result that the replies showed a variation of 10% between the low and the high offer. How could that man offering the 10% extra commission afford to sell his goods for the same uniform price as the fellow paying 10% less.

Here's another instance: I had a man working for me on a fair rate of compensation and was showing me a fair profit. He felt that he ought to have an auto and wanted us to finance it for him, also to pay him a higher rate of commission. We did not feel justified in doing this and declined the proposition, but this man went home and sent out, as he told me later, four letters to other firms selling through salesmen and one of those firms paid him five per cent more than we were, also furnished the cash to purchase the auto; the result was I had to meet that offer in order to hold the man as the average salesman is loyal only as long as your dollars make as large a pile as the other fellow's.

I got the man back but at a higher rate than should have been necessary, while the firm that boosted the commission 5% on my man found it necessary later to boost the rate of one of its men 10% to hold him. This was poor trade practice and both firms lost money.

We may be able to get one of the other fellow's men now and then by boosting commission or giving him some fairy tale of what we can do for him; but we must never forget that the other fellow can make the same promises and inducements to our man, with the result that we will both have men in our sales force who are unprofitable and the only one who profits by our damn foolishness is the salesman.

Here's another case: there is a man listed by a very reliable firm as being a first-class dead beat who was appointed a general agent by a firm that could have learned this by looking in its book of undesirable men, and this man calls on one of my salesmen who was happy and contented up to that time and offers him 5% more than I was paying him. Notwithstanding the fact that the firm employing this man as general agent withdrew the offer, my man is still of the opinion that we are not paying him what his services are worth and has this idea hammered home to him every week by this same general agent.

I believe that the promiscuous sending out of literature offering an appointment as general agent hurts all doing business through salesmen; as these offers get into the hands of our salesmen and make him restless. It usually develops that when a man is appointed as general agent, the first man he calls on is the man selling for some other firm, making him inducements to go with him; and, although those offers may not be backed up by the firm he represents, he is continually stirring up trouble.

It does not seem as though it would be possible to hold the man who is intelligent enough to be your general agent on the usual rate of commission when he knows that on the business his sub-agent secures, the firm he represents is paying 5% more commission. Is he not apt to have some of his own orders sent in if necessary in the name of his sub-agent in order to get that extra

5%? I think I would, and it seems to me that this is an indirect method, of boosting commission to the men you are trying to hire; and, while I'll admit it may be profitable to those who are following this scheme, I contend that practices such as this would force some firms to ask higher prices for their stock than others who are trying to save that extra five percent rather than give it to their salesmen.

The standard rate of delivery commission is another item; as, with present high selling prices, it does not seem as though it is good trade practice to send out form contracts offering a high rate for the work. While it no doubt is necessary in special cases to pay a higher rate than that printed, yet with salesmen delivering their own stock, also new men, a standard fair rate would help all of us.

Fair trade practice, as I consider it, should mean arriving at some fair rate of commission we should pay new salesmen; and if each one of us knew that no other firm would either directly or indirectly make our man a better offer than some standard rate, we would have less trouble in holding that man and we would be able (if that man stayed in the business to compel him to conduct his end of the work according to our ideas; but with the constant stream of offers which he is receiving, containing every inducement under the sun, some offering an automobile, others a higher rate of commission, others a general agency appointment, we are compelled at times to make concessions that hurt.

Let's establish a uniform price if possible, a uniform price that is fair to both the grower as well as to the planter; but in order to do this we must establish a code of ethics in the different sales organizations that will also be uniform and if this is done it will enable us to do this without conflicting with any law restricting combinations, as our selling costs would be nearly uniform and we would be able to figure out a retail selling price that would not only be uniform but also fair to all parties concerned.

I'll admit I haven't offered a solution of the perplexing problem of uniform prices and trade practice. I haven't told you anything you didn't know before; all I can say is that the secretary, Mr. Maloy, is assigning this subject to me, stated that I should say something along the line mentioned and to confine it to about 10 minutes.

I thank you for your attention, and in your grading please bear in mind that with a shortage of stock it may be necessary to use some items not up to grade; but in your rejections do not deduct from my bill.

Henry E. Dosch, O. R. S.

Cornelius Vanderbilt, Jr., special correspondent of the United News, writes from Portland, Ore: Out here in the West it sometimes shocks and surprises an Easterner to find great men of whom the East knows little or nothing—men who would be great in any company. It seems that we of the East come to believe that the great men of America either dwell in the East or herald themselves to us.

Some time ago I learned that one of the only four Americans who ever received Japan's order of the Rising Sun lives here in Portland, Henry E. Dosch, Oregon's secretary of horticulture, who has held his post for the last 30 years.

I had never heard of Mr. Dosch but it did mean something to find him in the company of the late Theodore Roosevelt, General Pershing and the president of Harvard, as the recipient of the Rising Sun, so I called on one of the best read men in the country, as well as one of our greatest horticulturists, and found him to be a true lover of nature, a patriot and a philosopher.

E. P. BERNARDIN

Parsons Wholesale Nurseries

Parsons, Kansas

ESTABLISHED 1870

Specializes in

AMOUR NORTH AND VUGARIS, Privet. EARLY HARVEST B. B. Root grown. BUNGEII 2 and 3 year heads. SHADE TREES. Large stock all sizes.

ORNAMENTALS. Grown for landscape work.

Correspondence solicited.

FRUIT

Have a few Standard and Dwarf Pear and Quince to offer.

SHADE TREES

Large stock of Sugar Maples, 2 1/2 to 4 inches. Nice block of transplanted American Elm, 1 1/2 to 3 inches.

Shrubs and Perennial Plants

General Assortment.

W. B. COLE, Painesville, Ohio.

AN ELOQUENT DEFIANCE

Every advertisement in this Trade Publication is an eloquent defiance to the enemies of a republic and the principles of democracy. It is a standing declaration of the power and determination of the business men of this country that the progress and prosperity of its people shall not be defeated.

Special for Fall

Cornus Elegantissima, 2-3 and 3-4 ft.

Also Shrubs and Herbaceous Plants in good assortment.

T. R. NORMAN, Painesville, Ohio

No matter what periodical you are taking, AMERICAN NURSERYMAN should be regularly on your desk. A business aid. Bristling with exclusive trade news. Absolutely independent. NOT OWNED BY NURSERYMEN.

SPECIAL OFFER**CHOICE JAPAN IRIS**

True to Name

LARGE UNDIVIDED CLUMPS

Can be divided into four to six strong divisions.

25c Each

Amt.	No.	
1000	(120)	Sano-watashii, double, tall, pure white, early.
600	(122)	Bandal-no-nami, double, tall, very free, white, showy yellow bend.
75	(123)	Shiga-no-namami, double, large, purple splashed.
40	(129)	Sofu-no-Kai, double, Mid-season, large, light blue veined purple.
100	(137)	Kasugano, double, light blue, faintly veined royal blue.
50	(157)	Wase-Banri, single, large, pale blue splashed royal purple.
50	(166)	Iso-no-nami, double, blue, splashed and blotched purple.
75	(149)	Manadzuna, single, royal blue, blotched white.
100	(9)	Ho-o-jo, double, white, overlaid delicate pale blue.
50	(23)	Shiriraki, single, tall, pure white.
40	(18)	Namuri-shi-bon, double, late, purple, blotch and overlaid blue.
100	(26)	Sivibijin, single, rosy purple.
75	(40)	Single, royal purple.
70	(103)	Single, rosy pink, suffused with carmine.
500	(200)	Pyramid, double, large, deep blue, suffused with royal purple.
20	(201)	Urcin, double, tall, royal blue, veined white.
800	(200)	Kumo-no-nye, double, late, rich royal purple, suffused with royal blue.

We are now dividing and transplanting our Japan Iris. This list is the cream of many varieties imported from Japan and Europe.

THE ELM CITY NURSERY CO.

Woodmont Nurseries, Inc.

NEW HAVEN, CONN.

Introducers of

Box-Barberry and Ibolium Privet

NATIVE BROAD-LEAVED**EVERGREENS****Ornamental Trees,**

Shrubs, Vines, Woody and Herbaceous Plants of the Blue Ridge Mountains Collections to Order in Carload Lots a Specialty.

Correspondence solicited from large planters Ask for Price List.

E. C. ROBBINS, PINEOLA,

Avery County, North Carolina

ORNAMENTAL TREES AND SHRUBS

"Bay State Quality"

Largest assortment in New England. Evergreen and deciduous trees. Sturdy, choice stock that can be depended upon Send for Trade List.

Finest of Shrubs. Hardy native and hybrid Rhododendrons - transplanted and acclimated. Strong field-grown Perennials in great variety.

THE BAY STATE NURSERIES

NORTH ABINGTON, MASS.

SCARFF'S NURSERY HEADQUARTERS FOR SMALL FRUIT PLANTS

1200 Acres. "At it 25 Years"

We offer for spring, 1920, a good assortment of following stock, and will be pleased to submit prices on your want list

Strawberries Blackberries Iris Spirea Asparagus Hardwood Cuttings
Raspberries Dewberries Privet Rhubarb Horseradish Volga Poplar

See wholesale list before placing your order

NEW CARLISLE, W. N. SCARFF & SONS OHIO

Make Yearly Contracts Now

For Trade Publicity in

American Nurseryman
American Nursery Trade Bulletin

FOR SALE RETAIL NURSERY

Ideal Country Home and Farm.

95 acres; 30 miles from Chicago, on good auto roads and with excellent railroad service. Half mile from booming towns.

Seven acres in nursery stock, 3 acres in lawn and shabby about house, balance farm land, all suitable for Nursery land. \$25,000 worth of improvements. Modern stucco house with all conveniences; beautiful view and landscape, separate farm house for manager or help; barns, garages and other farm buildings; stock, implements, etc. Place may be divided to suit purchaser. Price for all, \$50,000. Address B. E., Box 124, Rochester, N. Y.

WANTED**Hardwood Cuttings**

Spirea V. H., Gooseberry, Currant, Grape, Amoor R. Privet, Hyd. P. G., Etc.

P. H. FINLEY,

Big Rock, Ill.

The Art of Landscape Architecture

By SAMUEL PARSONS

Fellow of the American Society of Landscape Architects; author of "Landscape Gardening," etc.

An octavo volume of 347 pages with 57 illustrations, setting forth the underlying principles of landscape gardening. The chapters consider lawns, plantations, roads, paths, grading, rocks, water, islands, location of buildings, laying out of grounds, scope and extent of estates, maintenance, gardens and parks.

Price \$3.80

American Fruits Publishing Co.

Rochester, N. Y.

CLINCH MORE and BIGGER SALES

by developing your "selling personality." Here's the helpful, inspiring book to show you how. **Successful Selling**, by E. Leichter. It gives you the secrets of order-getting salesmanship; explains how to select the right approach, presentation and closing for each individual prospect. It will help you make of yourself a commanding salesman. Handy size for your pocket, 65 cents postpaid.

American Fruits Pubg. Co., Rochester, N. Y.

STANDARD PUBLICATIONS**American Nurseryman (Monthly)**

A National Trade Journal For Nursery Growers and Dealers.

\$2.00 per year; Canada, abroad, \$2.50

Advertising rate: \$2.80 per inch.

Three years' subscription \$5.00

Three years—Canada, abroad \$6.50

American Nursery Trade Bulletin (Mo.)

Published Monthly, Supplementing "American Nurseryman", issued on the 15th. Subscription \$1.00 per year. Advertising \$2.80 per inch.

American Nut Journal (Monthly)

Only National Publication Devoted to Nut Culture of All Kinds

\$2.00 per year, Canada, abroad \$2.50

Advertising rate: \$2.80 per inch

These are the Standard Publications of the kind. Based upon 26 years' experience in the Horticultural Field. Endorsed by leading authorities everywhere. Absolutely independent. Address

American Fruits Publishing Co., Inc

39 State St., Rochester, N. Y.

Modern advertising has elevated the standard of business ethics. It conserves trade, extends business, creates good will; it protects and fosters legitimate enterprise.


THE A. A. N. CERTIFICATE

Secretary Watson of the American Association of Nurserymen has prepared a Certificate of Membership which is being mailed to each member. This is a very proper and desirable thing to do. It is another step toward anchoring the member to the organization and its psychological effect will be marked. It will emphasize the standing of membership and the privileges and obligations with regard to the Association policies. As Secretary Watson says, the time will come when members will print their Membership Certificate in their catalogues just as their Inspection Certificates are now printed, and for a similar purpose—to show that they are duly registered on the side of law and order and right practices. It is their indorsement by an organized body. It means mutual subscribing to the standards and policies established by the national association of the Trade.

Following is the wording of the Certificate:

ORGANIZED 1875
AMERICAN ASSOCIATION OF NURSERYMEN

NUMBER 25



GENERAL OFFICES—PRINCETON, NEW JERSEY

This is to Certify: That

AMERICAN FRUITS PUBLISHING COMPANY

of 39 State Street, Rochester, N. Y.,

is a member of this Association in good standing.

This Certificate is good only until JUNE 22, 1921, and if and when renewed, a new Certificate will be issued in lieu hereof.

LLOYD STARK, President. JOHN WATSON, Secretary-

Dated: Princeton New Jersey, July 1, 1920.

Crop Conditions

Advice from the crop sections are highly reassuring and there is reason to expect a bountiful harvest with total valuation of all crops and farm products heavily in excess of previous high record. Farmers of thirty-two states are joining in a project for co-operative marketing in the effort to stabilize prices and ultimately reduce living costs. Farm products valued at \$1,500,000,000 were marketed through co-operative associations last year and efforts are being made to strengthen the movement so that it will result in generally better conditions for producers and consumers. The present expectation is for a total wheat crop of 800,000,000 bushels which, with the carry-over from last year, would give the country 950,000,000 bushels for domestic and export requirements. The indications are that tobacco and rice will be record crops, with good gains for the year in oats, barley and white potatoes. The corn crop ought to show up well under circumstances. Weather conditions of late have been highly favorable.

SECOND-HAND BURLAP

For wrapping Nursery Stock

Write for prices.

Midwest Bag Co.

305 Delaware St.

Kansas City, Mo.

POSITION WANTED

As Salesman, Correspondence Clerk or General Office Man. Good knowledge of Nursery business. Nine years' experience. Can furnish reference. H. C., care Am. Nurseryman, Rochester, N. Y.

President Roeding's Dream

Our readers may recall that on the cover of the Cultivator of July 3 there appeared a photo from the model of the California fair grounds. This model was made out of the head of George Roeding and some of the other members of the board directors. In other words it was a dream and the dream is coming true. The dream has to do with exhibition buildings and equipment for displaying California's agriculture. It will take some years to complete the dream but the one \$300,000 horticultural building, now practically in the center of the fair grounds, is an earnest of the things that are to be in other parts of the grounds. Designs or even the details of these buildings are already worked out by the architect and year by year steps will be taken which will work toward one complete whole.—California Cultivator.

Say you saw it in "American Nurseryman."

Article 9
Of the Constitution of

THE AMERICAN ASSOCIATION OF NURSERYMEN

It shall be the duty of every member of this Association to report to the executive committee hereof any character of dealings on the part of the Association members not in accord with established business ethics, and the executive committee shall immediately make such investigations as will develop all facts in the case and bring their report before the next annual meeting of the Association. If, upon evidence deduced, it is proven that such members' dealings violate ethical relations, he shall be expelled from this Association by a majority vote of the members present at any annual meeting, provided such member shall have the right to be heard in his own behalf before such action is taken.

Northwest Conditions

A Hood River, Oregon, despatch says: Frank A. Massee, Willow Flat nurseryman, just back from an automobile tour to Couer d'Alene, Ida., following the recent convention of Northwestern nurserymen at Spokane, predicts higher nursery stock the coming planting season. Mr. Massee says that a price of \$60 per 100, in minimum of 500 lots deliveries, has been established as a wholesale price. This means that trees will retail for about 75c each.

"The apple tree supply," says Mr. Massee, "will just about equal the demand. As for pears, they will be higher. I do not believe that nurserymen have 50 per cent of the pear stock that will be needed for new plantings."

Jackson & Perkins Company, Newark, N. Y., are still growing, as is evidenced by the purchase of another farm of 100 acres, immediately adjoining their other farms at Newark. They have also built two large new greenhouses during the past year.

Rocky Mt. Seeds

We are one of the pioneer collectors of the beautiful

AQUILEGIA COERULEA (ROCKY MT. COLUMBINE)

New seed is now ready

1 oz. for \$1.00

1 lb. for \$3.00

1 lb. for \$11.00

NATIVE COLUMBINE ROOTS, gathered in the mountains, can be supplied this fall, \$12.00 per 100

CLEOME—Rocky Mt. Bee Plant used by bee keepers, also ornamental "Spider Plant."

Per pound \$1.00

10 pound lots for \$8.50

WILD CUCUMBER—Echinocystis Lobata

Per pound \$1.00

10 pounds for \$7.50

Will offer and quote on our Native Conifer Tree Seeds later.

We solicit your orders.

The Colorado Seed Co.

P. O. Box 1345. DENVER, Colorado

Bailey's New Standard Cyclopedia of Horticulture

On Easy Terms. Prospectus Free
American Fruits Pub. Co., Rochester, N. Y.

Say you saw it in AMERICAN NURSERYMAN

NEW and RARE TREES and SHRUBS NEW and RARE ROSE TREES NEW and RARE HARDY HERBACEOUS

Our complete Wholesale Catalogue, describing several hundred new varieties in the above lines, is ready and will be sent to all Nurserymen and Florists who will apply for it.

E. TURBAT & CO., Nurserymen.

ORLEANS, FRANCE.

When writing to advertisers just mention American Nurseryman.

HEIKES - HUNTSVILLE - TREES

We offer the following for Fall 1920 and Spring 1921:—



**Fruit Trees
Shades
Roses
Evergreens
Shrubs
Hedge Plants
Abelia Grandiflora
and other ornamentals**

All of our own growing.

Prices on application.

Address,

Huntsville Wholesale Nurseries

HUNTSVILLE, ALABAMA

Vincennes Nurseries

W. C. REED & SON, Prop., VINCENNES, IND.

310 Acres devoted to business

OFFER FOR FALL 1920

Cherry, 2 year XX 7-8 up, 5 to 7 feet.
Cherry, 2 year 11-16 up, 4 to 6 feet.
Cherry, 2 year, 5-8 to 11-16, 4 to 5 feet.
Cherry, one year, Sweets and Sours, all grades.
Peach, one year, all leading varieties, strong on Elberta.
Apple, 2 year, leading varieties.
Standard Pear, one year, 4 to 6 feet and 3 to 4 feet.
Japan Plum on Peach, one year.
Hansen Hybrid Plum, one year on Peach roots.
Hardy Northern Pecans, Grafted Varieties.

Please submit list of wants for prices

Chief Exponent of the American Nursery Trade

The American Nurseryman

National Journal of Commercial Horticulture

AMERICAN FRUITS PUBLISHING COMPANY, Inc.,

39 State St., ROCHESTER, N. Y.

Subscription Rates:—\$2.00 per yr.; 3 yrs. for \$5.00

Canada and abroad : 50 cents extra per year

ADVERTISING RATE, \$2.80 PER INCH

"You are issuing a splendid Journal, covering the news of the trade from coast to coast." Former President E. S. Welch, American Association of Nurserymen.

Edited by Ralph T. Olcott, founder of American Nursery Trade Journalism. "The dean of Nursery Trade Journalists, who, since June, 1893—a quarter of a century—has boosted all the time for the interests of all nurserymen."—Former President John Watson, American Association of Nurserymen.

ONE CAN only act in the light of present knowledge. Until you know of the existence of such a Nursery Trade Journal as the AMERICAN NURSERYMAN you must act with such knowledge as you have.

It is for this reason that we are glad to acquaint you with this publication. It speaks for itself; but if you would have corroborative proof, ask any prominent Nurseryman.

Calls for back numbers come in almost every mail. Many cannot be supplied, as editions have been exhausted. The only safe way is to see that your subscription is paid for in advance.

"A paper which gives the best value for the money to the reader will give the best value to the advertiser as well. I don't think there is any argument about the soundness of this view."—H. Dumont, Chicago, Ill., in Printer's Ink.

TO THE TRADE ONLY

A general assortment of Nursery Stock for delivery Fall 1920 or Spring 1921.

We also have some fine blocks of Peach Seedlings, a portion of which we offer to bud on contract for delivery fall 1921.

Correspondence invited.

Headquarters for Nursery Supplies.

Portland Wholesale Nursery Co.

971 Sandy Boulevard PORTLAND, OREGON

PEACH PITS

VERY SCARCE

—THE—

Howard-Hickory Co..

HICKORY, N. C.

**Quercus palustris (Pin Oak)
Fraxinus americana**

(White Ash)

**Populus nigra fastigiata
(Lombardy Poplar)**

**Ulmus monumentalis
(Cornish Elm)**

Ask for our prices before ordering

AUDUBON NURSERY

H. VERZAAL, General Manager

WILMINGTON, P. O. Box 278 N. C.

TWICE-A-MONTH**Nursery Trade Publicity**

On the 1st and 15th

AMERICAN NURSERYMAN

NURSERY TRADE BULLETIN

When writing to advertisers just mention American Nurseryman.

Prepare Now to Get Your Share of the Peony Profits

Use Pennant Brand Peonies for your retail trade to complete your assortment and to stock up. If you want good stock at fair prices, if you want your money's worth first, last and all the time, we believe we can satisfy you. Quarantine 37 will cause a shortage for a few years until American growers can catch up with the demand. Send for list now and order early.

**SARCOXIE NURSERIES
PEONY FIELDS**

SARCOXIE, MO.

Please mention Am. Nurseryman when writing

Keep NURSERY TRADE BULLETIN date in mind—15th of each month.

D. G. DeJonge

Sappemeer (Holland) Europe

We offer for autumn delivery stocks of

ROSA MANETTI

ROSA CANINA seedlings and cuttings

LILAC

PEAR

APPLE

seedlings

Etc., Etc., Etc.

Large quantities and lowest prices.

NOTICE

To all American Nurserymen and Seedmen desiring to keep in touch with commercial horticulture in England and the continent of Europe. Your best means of doing this is to take in the

HORTICULTURAL ADVERTISER

Our circulation covers the whole trade in Great Britain and the cream of the European firms. Impartial reports of all novelties, etc. Paper free on receipt of \$1.00, covering cost of postage yearly. As the H. A. is a purely trade medium, applicants should, with the subscription, send a copy of their catalogue or other evidence that they belong to the nursery or seed trade.

Established 1880

A. & C. PEARSON, Loughborough, Nottingham, Eng.

LABELS FOR NURSERYMEN

THE BENJAMIN CHASE CO.,

DERRY, N. H.

From Various Points

George Spaulding has given 10,000 pine trees to the Kuyrahoora Club, Utica, N. Y.

National advertising appearing in leading publications creates confidence, good will, and demand.

Eugene, Ore., pear crops were so heavy that 50 per cent of the fruit was pulled off to prevent breaking of the branches of trees.

O. M. Eastman is in charge of horticultural instruction in Cleveland public schools. Landscape architecture will be one of the courses at the West Tech High School this winter.

A. B. Cunningham, Columbus, Ind., who for four years has conducted a ten-acre Nursery at that place, has purchased 21 acres at East Columbus and a year hence will move to that location.

The Portland Wholesale Nursery Co., Albert Brownell, president, Portland, Ore., has moved into its new concrete warehouse, 971 Sandy Boulevard where mail should now be addressed to it.

Home-grown stock; greatly increased demand," is the announcement by the American Florist. We expected this kind of advertising to follow enforcement of Quarantine 37.

F. R. Pierson, formerly mayor of Tarrytown, N. Y., addressed a Rochester, N. Y., meeting, Sept. 17th., on "The advancement of Rose Growing and Horticulture in General."

Good business for the remainder of the year is the forecast made by Archer Wall Douglas, chairman of committee on Statistics of the Chamber of Commerce of the United States, in his monthly report on crop and business conditions.

Experiments to determine whether the Copper Country, near Calumet, Mich., is suited for the development of the huckleberry industry are to be undertaken shortly by County Agricultural Agent Geismar as the result of investigations he has been making this summer. Mr. Geismar recently sent to New Jersey for several varieties of plants, which will be planted in various parts of the county to determine whether conditions are right for their growth.

Paul T. Schooley, Raleigh, N. C., says: "North Carolina is going to have the biggest apple show south of the Mason and Dixon line this year, on October 27, 28 and 29, at Asheville. We had it last year but forgot to say anything about it, but this year we are going to say a great deal. We have a good production of high quality apples, but we must arouse our growers to grade and put up a good pack. There is such a good opportunity that we have undertaken this big development scheme to arouse their interest in the opportunity that exists at home."

High Priced Seedlings

High priced seedlings are going to mean better trees. The nurserymen who invest the considerable sums required for stocks, are going to have an eye to the investment in every process of producing trees; the stocks will be trimmed and handled and planted with unusual care; they will be planted on the best land available; the trees will be pruned and cultivated and dug with all the care their value demands; they will be graded and stored and packed by skilled labor. They will be worth too much to have it any other way. Planters will get better trees and better service.

Also, high prices for raw materials will tend to keep the production of trees in the hands of nurserymen. The farmer who begins to grow nursery stock, remember, has no nursery rows from which to cut budwood; he has to buy his buds; and being a farmer, and not a nurseryman, he frequently gets his varieties mixed.—John Watson, Secy. A. A. N.

California State Director of Agriculture G. H. Hecke, has sent out large illustrated posters warning against the importation of plant pests on nursery stock and urging all buyers, dealers and owners of stock to obey the state law and have the stock inspected.

The Florida citrus fruit crop for the 1920-21 season will total sixteen million boxes, some five million boxes more than that of the 1919-20 season, according to estimates just made public by the Florida citrus exchange. The yield of oranges will be very heavy, while the grapefruit yield will be lighter than last season's.

What Northern California fruit men claim to be the largest cherry tree in the United States is one growing on the ranch of Charles Warwick a few miles from Oroville, Calif. The tree was planted in the pioneer days, and now is from 75 to 100 feet high. Six feet above the ground the trunk measures seven feet and three inches in circumference. This year the cherries from the tree were sold for \$200.

A. C. Pomeroy, of the Pomeroy English Walnut Farcus, Lockport, N. Y., believes he may have on his property the largest tree in the state, an elm whose trunk has a circumference of 19 feet, 10 inches at a height of 4 1/4 feet from the ground. The tree is 133 feet in height, its age is estimated at 100 years. Mr. Pomeroy says he will give two English walnut trees to the winner of the state contest and two trees to all owners who have trees larger than the one on the Pomeroy farm.

Because of a report received recently from the federal Agricultural Department to the effect that the nation's grape crop will be far from sufficient to supply the demand, the Keuka lake, New York grape growers anticipate considerably higher prices this season. Already crops have been bought for \$130 a ton, delivered to the nearest shipping station. Because of the high prices paid the grower it is evident that grape juice will be correspondingly high, a ton of the fruit only pressing 140 gallons.

The W. & T. Smith Company, Geneva, N. Y., reports the present outlook for business in ornamentals, peonies, etc., is for a very active season. They have never before at this time of the year had so many inquiries for stock in these lines. Stock generally, they say, is known to be less plentiful than usual, especially such items as have come from Europe heretofore. Prices seem to be gradually advancing, particularly on ornamental trees. Forcing grade roses are practically out of the market.

The McClurg-Laird Nurseries, Sebring, DeSoto County, Fla., have been incorporated; capital \$50,000; J. G. McClurg, B. L. Laird and R. F. Eustis.

AMERICAN NURSERY INDUSTRY

According to the latest census, there are in the United States, 4500 nurseries, covering 172,800 acres, representing an investment of \$52,500,000, employing 45,600 men and 2, 279 women, using 14,200 animals, and there are 3,400,000,000 woody plants or trees growing in the nurseries of this country.

This large business has been developed by an increasing demand by the home-maker. Commercial planting has been encouraged and has proceeded steadily for the reason that nurserymen, with millions of dollars at stake, realize that the way to stimulate trade is by maintaining a high reputation for honest dealing by the dissemination of honest stock—the best they can grow, and true to name. The crooks have been relegated to the discard as fast as they appear.—W. M. Gould, Newark, N. Y.

THE NURSERYMEN'S CREED

We purpose not only to trade fairly, but to insist that those associated with us do so, and that those of whom we buy and to whom we sell so conduct their affairs as not to discredit the industry that means our livelihood, the work to which we give our lives, and the standing of the business from which we take our position in the community.—John Watson, Executive Secretary American Association of Nurserymen.

The understanding of the American Nurseryman, which has preached that doctrine for thirteen years, is that those words mean exactly what they say and that it is the standard upon which the American Association of Nurserymen has set its seal of approval.

Nursery Trade News in September Issue American Nurseryman

Convention of Southern Nurserymen At Charleston, S. C.
Guessing at the Future
J. R. Mayhew
Nursery Express Shipments
Marking and Valuation
The Privet Problem
Substitute for California
A Mid-Summer Night's Dream
Convention Action Reviewed
An Idyll of the Spud
Nurserymen's Opportunity
An Association Asset
Traffic Manager's Work
Where the Trade Mark Comes In
A Case in Point
The Test of the Trade Mark
An Unexplained Violation
Southern Apple Belt Progress
May Excel Western New York
Advertising an Industry
What Nurserymen Might Do
A Chicago Convention Report
Vigilance Committee Reports
Illinois Nurserymen Meet
Nursery Training Plans
Why Varieties Are Not True
Nurseryman Cites a Case
All the News. \$2.00 a Year. Do you get it?
39 State Street, Rochester, N. Y.

What the Planter Wants

The planter does not want cheap trees; he wants good trees. An apple tree that may be a Baldwin and may be something very different, is not cheap at any price; but a Baldwin that is a Baldwin, is worth a fair price. Some time ago, a nurseryman said in a public address, that if the Pure Food Law is a good thing, then public policy might well demand a strict inquiry into the ability of the proposed propagator of trees to grow good trees; and inquiry into his skill and experience and equipment before granting him a permit to produce and sell trees whose value and even whose identity could not be established until years after being paid for. Before a horse doctor can practice on an old plug worth fifty dollars, he has to show some board that he is a horse doctor. But if I decide to grow fruit trees, I am accountable to nobody but myself; I am free to sell you what may be worth \$1000 to you or worth nothing at all. The only influence the planter can invoke, as far as I know, is the American Association of Nurserymen and then only insofar as its members are concerned.—John Watson, Secretary, A. A. N.

A prominent retail nurseryman told me some time ago that he had never made so much money as in those years when he had to pay high prices for the stock he had to buy; and never so little as in years when he could supply his wants cheaply. Because cheap prices bring out a lot of temporary dealers who pick up bargains and pack out what they find and against whom the planter has no recourse in case of error or worse; for the temporary dealer plays the one night stands, folds his tent, like the Arab, and becomes as the snows of yesterday.—John Watson, Secretary, A. A. N.

See you saw it in AMERICAN NURSERYMAN

DIRECTORY OF AMERICAN PLANT PROPAGATORS

Complete Stock of YOUNG EVERGREENS

ALSO
Trees, Shrubs and Vines
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Write for Wholesale Price List.

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American Pedigree Cannas
The **CONARD** ★ **WEST GROVE,**
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I plan to produce a superior quality during the coming year. Due announcement will be made when stock is ready.

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EVERGREEN SEEDLINGS

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We are located in that portion of the County,

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Let us have your order for fall or spring delivery.

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Bobbink & Atkins

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A paper which gives the best value for the money to the reader will give the best value to the advertiser as well. I don't think there is any argument about the soundness of this view.—H. Dumont, Chicago, Ill., in Printer's Ink.

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By a system exclusively its own, this publishing company covers the American Nursery Trade thoroughly. Advertisements entrusted to its care are published first in the "American Nurseryman," through which they reach subscribers, and then are published in the "American Nursery Trade Bulletin" through which they reach the remainder of the trade. The rate for advertisements covers the double service, on the 1st and 15th each month. Forms close on the 25th.

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A letter recently received from President Robert Pyle of the Conard & Jones Company says: "Your recent issue serves to reinforce a conviction that has been growing with me that you are alive to the interests of the Nurserymen and sensitive to their needs. I want you to know that some of us appreciate the fact that we have a Trade Journal which may be counted upon to help boost the movements that are for the betterment of the industry generally."

The D. Hill Nursery Company in a recent letter said: "I am more than ever convinced that the "American Nurseryman," being an independent Trade Journal, is a logical medium which should be dominant in the Nursery Field."

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